A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 21, 1966

Spain's sun shines for U.S. Refrigeration exhibitors

Business Bulletins *from around the world*

BELGIUM—Belgium-Luxembourg balance of payments for January-November 1965 registered overall surplus of $156 million, 50% over comparable 1964 period. Capital account had net surplus of $158 million, compared to slight deficit normally registered. Public sector capital movements showed net outflow of $96 million, against private net inflow of $112 million, of which private investment accounted for $102 million.

Semi-official Central Council of Economy expects 1965 economic slowdown to continue through first half of 1966. Cost-price spiral accentuated by linkage of wages, salaries to retail price index, rather than modulated by tie to productivity.

Government parastatal Societe National de Credit a l'Industrie (SNCI) at end of 1965 had $1,100 million in outstanding loans plus $446 million committed in loans, but not drawn down. Outstanding loans during 1965 grew by $60 million. SNCI created in 1955 to provide investment capital to domestic and foreign firms in Belgium.

GHANA—Glass factory at Aboso, Western Region, built by West German firm Stahlunion at cost of $9 million, officially opened. Items which factory is equipped to produce include bottles, table glassware, sheet glass.

Construction begun in Accra of plant for assembly of Toyota cars, trucks. Project carried out by agreement between Fattal Vehicle Assembly, (Ghana), Ltd., and Toyota Assembly plant in Japan. Monthly production of 150 cars, trucks expected when plant is in full operation.

GUATEMALA—Government establishes two new minimum daily wage rates covering workers in construction and chemical industries of $1.36 and $1.68 respectively. Rates to become effective May 1; will cover approximately 25,000 construction workers and 5,000 workers in chemicals industry. Minimum rates now established for eight industries, and are expected to be set for teachers in private schools, workers in restaurants, bars, plastics fabricating industry.

LIBYA—Pan American Libya Oil Co., (Standard Oil of Indiana), begins crude production. Initial output is about 15,000 bpd. Company is 11th U.S. firm to establish crude production operations here.

MOROCCO—ALCOA International enters into joint venture with group of Moroccan businessmen. New corporation, formed with substantial minority equity participation by ALCOA, to fabricate aluminum window, door frames, other aluminum construction products from imported sheet, bar aluminum.

NETHERLANDS—January-November imports from U.S. totaled $687 million, down 3% from like period 1964. U.S. market share was 10.3%, compared with 11% in 1964 period.

Netherlands Petroleum Co. announces another large gas find, near Ureterp, in province of Friesland.

Gulf Oil to install $442,000 in air purification equipment at new refinery in Europoort area.

Continental Engineering N.V. to construct second urea plant for South African firm. The $5.5 million fertilizer plant, largest built by Continental, will have annual capacity of 170,000 tons.

Auto sales reached estimated 300,000 last year, 33% over 1964. U.S. market share was 1.9% compared with 2.2% in 1964.

Total 1965 imports amounted to $7,458 million, up 6% from 1964.

PORTUGAL—Pfizer International begins construction of new $1.1 million pharmaceutical plant near Lisbon. In addition to providing Portuguese market with drugs, Pfizer's new plant also will supply Portugal's overseas territories.

Tourist Commission announces that 1.5 million tourists visited here in 1965 with Spanish, British, Americans heading list. Tourism last year increased 50% over 1964; become nation's top foreign exchanger earner.

SPAIN—1966 duty-free quota of 1.6 million metric tons authorized for cokable coal.

SWEDEN—Contract concluded between Soviet trade organ and Swedish shoe factory for purchase of shoes manufactured by factory to value of $483,000. Order covers men's shoes, but small quantity of women's shoes included. Delivery to be made this year.

SWITZERLAND—Swiss subsidiary of Shell Oil Co. sells $4.6 million, 15-year, 5% bond issue. Proceeds, along with another $4.6 million raised in September 1965, will be used to finance construction of company's refinery at Cressier in Canton of Neuchatel.

Between Feb. 22-25, Interfrigo (International Co. for Refrigerated Rail Transport) of Brussels marketed $7-million, 15-year, 5% bond issue. Issue guaranteed by railroad authorities of Belgium, Denmark, Germany, France, United Kingdom, Netherlands, Italy, Switzerland.

TAIWAN—Foreign investment approvals (equity and loan) granted in 1965 reached record high of $48.2 million. U.S. investment approvals totaled $31.4 million in electronics, plastics, synthetic fibers, pharmaceuticals, other fields.

YUGOSLAVIA—$34.8-million Federal budget provision for program to encourage construction of low-cost housing expected to be financed, at least in part, by Federal bond issue in summer of 1966.

U.S. and Yugoslavia sign agreement under Public Law 480 (Food for Peace) calling for shipment of 650,000 tons of wheat to Yugoslavia. Cost of shipment, $45.9 million, is to be paid in dollars over 12 years.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

about the back cover

A nationwide campaign is under way, launched by the Advertising Council, to inform the American public about the balance-of-payments problem and President Johnson's program to alleviate it.

Key elements in the campaign are advertisements prepared and released by the council and now appearing in newspapers and periodicals throughout the nation.

The ad on the back cover of this issue is one of that series. Others will appear in the same space from time to time.

The front cover scene at the U.S. Exhibition in Madrid is described on page 5.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

March 21, 1966 Volume 72, Number 12

FEATURES

2 Good cross-section of American international trading community to be on hand for 49th International Executives Association conference

4 Warm Madrid weather greets 48 U.S. exhibitors in commercial solo show; sales as result of fair may be more than $13 million in next 12 months

7 Reductions in fees for investment guarantees against specific risks announced by AID, expected to save investors $3.6 million in 1966

9 American companies competing for profit in developing overseas market for nuclear power equipment urged to keep safety a prime consideration

10 Decline in U.S. share of world exports of manufactures to markets where U.S. competes arrested, third quarter; commodity shifts varied

TRADE FAIRS AND CENTERS

15 Japan's fast-growing aviation industry sales target of exhibition at Tokyo Trade Center; Bangkok Center sets display of office equipment

WORLDWIDE BUSINESS OUTLOOK

16 Turkey bought $164 million worth of U.S. equipment last year; outlook this year more favorable than for 1965; several developments brighten picture

22 Honduran economy completely regains momentum in fourth quarter; unofficial estimates place 1965 gross national product at approximately 10%

INVESTMENT OPPORTUNITIES

24 Three Mediterranean hotel sites in Tunisia should interest U.S. investors, says study prepared by AID official in Tunis; report is one of 18 available

25 Turkish manufacturer of low-grade cardboard proposes joint venture with experienced U.S. company; two British producers seek American licensees

FOREIGN GOVERNMENT ACTIONS

27 Mexico eases import controls on certain types of goods; parts, accessories vital to industry now issued licenses within 72 hours; appeal procedure established

WORLD TRADE OPPORTUNITIES

28 Several countries seek bids
29 Leads for importers
30 Leads for exporters
33 Visiting buyers and officials
34 International representation
35 Future construction

New Books and Reports, page 36

FORTY-NINTH CONFERENCE

Traders eye public image

On eve of annual IEA meeting, a founder recalls informal World War I origin

By STANLEY LICHTENSTEIN
Staff Writer

A good cross-section of the American international trading community will be on hand for the 49th annual International Executives Association conference in New York City this week, but one of those planning to attend enjoys a unique distinction. He is Oren O. Gallup, an IEA founding father who at 78 runs his own export business.

Back in 1914, the organization was just a gleam in Gallup's eye and in the eyes of seven other New York export executives who gathered at lunch to exchange ideas and information on their overseas operations in the light of problems created by World War I.

Launching

Three years later, they made it official —formally announcing the founding of the Export Managers Club of New York, by which name it was known until 1960 when the growth and broadened scope of the organization seemed to demand a new name, the International Executives Association.

In 1914, Oren O. Gallup was one of eight. Today, he is one of more than 600 members who answer to a variety of descriptions—export executives, financiers, transportation leaders, publishers, advertising and public relations men, and business consultants. They hang their hats in offices all over the United States and in 15 foreign countries, and they represent companies and organizations of all sizes. "Helping each other in international trade" is the slogan they live by as IEA members.

This year's conference focus is on the challenge presented to business by changing international communications. The IEA Special Report—on "The Role of Business in Communicating with the Public, Government, Press, etc."—will be presented at the first afternoon session on Tuesday at the Statler-Hilton Hotel. Making the presentation will be Jack N. Behrman, professor of international business, University of North Carolina, and former Assistant Secretary of Commerce for Domestic and International Business.

"New Technologies and Their Probable Impacts on International Business" will be E. A. Gallagher's theme as he keynotes the opening session of the conference. Gallagher is president of Western Union International, Inc.

Changing international communications as they affect business management and organization will be discussed by a Tuesday morning panel moderated by R. J. Angliss, general sales manager, R.C.A. Communications, Inc. Panelists will be: V. Arbogast, manager-New York sales, R.C.A. Communications, Inc.; Lowell M. Broomall, vice president-sales and public relations, Western Union International, Inc.; James Greene, senior vice president, Manufacturers Hanover Trust Co.; Sham Lall, S. Lall & Associates, Inc., and Gordon R. Mulligan, deputy director-marketing, I.T.T.

The luncheon on Tuesday will be presided over by A. R. Flannery, conference chairman and deputy manager of Brown Brothers Harriman & Co. Gov. Nelson A. Rockefeller of New York will deliver the address, and the IEA Presidents' Award—an annual event—will be presented. Last year's went to former Secretary of Commerce Luther H. Hodges.

Communications challenges to the movement of goods and people will be the afternoon panel topic, with Gerald H. O'Brien, executive vice president, National Council of American Importers, serving as moderator. Panelists will be: Milo Coerper, partner, Washington office, Coudert Brothers, attorneys; John V. Deaver, vice president, Chase Manhattan Bank; Marcel Mart, information service director, European Economic Community; E. E. Schnellbacher, assistant director, Bureau of International Commerce, U.S. Department of Commerce, and Sidney E. Sweet, president, C. Tennant Sons & Co.

International banquet

The IEA International Banquet will bring Tuesday's events to their climax. Toastmaster will be IEA President B. P. Lane, who will introduce the banquet speaker, Frank D. O'Connor, president of the Council of the City of New York.

Wednesday's sessions will be keynoted by Hobart Taylor, Jr., director, Export-Import Bank, Washington, D.C. His address on "Changing International Communications—the Financial Challenges" will be followed by a panel discussion on the same subject, moderated by Sylvester Majestic, vice president, Chemical Bank New York Trust Co.

Panelists will be: George D. Cashman, assistant vice president, Morgan Guaranty Trust Co.; T. A. Dyke, vice president, Combustion Engineering, Inc.; George Hawkins, Union Carbide International; B. P. Lane, export manager, Joy Manufacturing Co.; Paul E. Moss, president, Paul E. Moss & Co., Inc.; Stefan J. Rundt, S. J. Rundt & Associates; Arthur Rutzen, New York Field Office director, U.S. Department of Commerce, and Henry Sheehy, president, Foreign Credit

Backed by governors

Governors of 17 states are serving as sponsors of the 49th Annual International Executives Association Conference. They are:

John A. Love, Colorado; John N. Dempsey, Connecticut; Charles L. Terry, Jr., Delaware; Haydon Burns, Florida; Carl E. Sanders, Georgia; Otto Kerner, Illinois; Robert L. Rock (Lt. Gov.), Indiana; William H. Avery, Kansas.

Also, Edward T. Breathitt, Kentucky; John H. Reed, Maine; John A. Volpe, Massachusetts; George Romney, Michigan; John W. King, New Hampshire; Richard J. Hughes, New Jersey; Nelson A. Rockefeller, New York; William W. Scranton, Pennsylvania, and Mills E. Godwin, Jr., Virginia.

Insurance Association.

The Joint Luncheon on Wednesday—to be addressed by Marion Harper, Jr., board chairman and president, Interpublic Group of Companies, Inc.—will be a product of the combined sponsorship of seven organizations in cooperation with IEA. The co-sponsors include the Commerce & Industry Association, Foreign Credit Interchange Bureau of the National Association of Credit Management, the International Advertising Association, the Machinery-Metals Export Club, the export marketing group of the Motor and Equipment Manufacturers Association, the National Council of American Importers and the Overseas Automotive Club.

Broadcasting, press, films

"Challenges to Media" will be discussed at an afternoon panel session moderated by Mark Foster, vice president, Radio New York Worldwide.

Panelists will be: Earle Braisted, president, Joshua B. Powers, Inc.; Don Coyle, president, ABC International Television, Inc.; Nathan Halpern, president, Theatre Network Television, Inc.; Hugh Hyde, president, Johnston International Publishing Corp.; Carl Lenz, president, Modern Talking-Picture Service, Inc., and Harry Maynard, associate U.S. advertising manager, Time-Life International, Inc.

The concluding event of the 49th Annual IEA Conference will be a filmed interview with Secretary of Commerce John T. Connor on the balance-of-payments program.

Oldtimer and IEA founder Oren O. Gallup, like his fellow Conference participants, is promised a preview of "the next 10 years (of) tremendous advances in world communication techniques, . . . person-to-person communication and understanding" as they will affect the future conduct of international business. He alone will be able at the same time to look back over a half-century of personal participation in the organization's growth and impact.

New headquarters

There have, of course, been many changes. Only the other day, for instance, the IEA moved a couple of miles uptown to new headquarters at 432 Park Avenue South. Grown to respectable size and representing a comprehensive range of globally oriented business leaders, the organization has crossed many bridges since its founding 49 years ago.

Nevertheless, as Oren Gallup can testify, the hundreds who are active in the IEA today and the eight who started things off in 1914 are exemplars of the same basic approach. It is, in essence, problem-solving through shop talk—accounting for the emphasis on workshops and open forums in Conference announcements. "Panel Sessions—No Speeches—Audience Participation." In such phrases is the IEA's personality expressed.

Round of activities

The organization holds monthly luncheon meetings, special round tables and workshops keyed to current problems, conducts courses for newcomers and experienced exporters, and provides a "questionnaire bulletin" service through which any member can present a problem for chewing-over by other members whose suggested solutions are then tabulated and resubmitted in a follow-up bulletin.

"We are manufacturers of venetian-blind components and we are thinking of operating in the Common Market," a questioner will ask at one of the IEA's regular luncheon meetings. "We have decided that we should open a factory in Germany or Holland. In view of the shortage of labor and other conditions there, would it be wise for us to go into the Hamburg area?"

Fruition

That the questions and answers frequently bear fruit is clear from a variety of comments. "The type of reports now issued by the Association have been of great interest to our executives in tightening our own operation through increased knowledge of the combined experience of other organizations associated with us through the International Executives Association," writes a section manager in the export division of an engineering supplies firm.

"Naturally, this increase in efficiency has indirectly accounted for additional sales and a more profitable income for our entire international operation. We are particularly grateful for the organization's treatment of such subjects as overseas taxation, agency and representation agreements, licensing arrangements throughout the free world, currency restrictions and availability of exchange, as well as the many other facets of international trade."

The benefits of rubbing elbows informally are pointed out by IEA members such as the export manager who reported: "About six or seven months ago, during our social hour prior to the monthly luncheon, I was introduced to an export manager of another textile firm. We became friends and have had lunch several times to discuss mutual problems. About six weeks ago, I was contacted by this member and asked if I was interested in doing business in the Congo. Naturally, I was, and he sent over this friend of his whom I appointed as our agent for this market." Two orders totalling $34,000 are cited by the writer as early results of the IEA-generated informal contact.

A SEASONED PARTICIPANT at the 49th IEA Conference will be Oren O. Gallup, one of eight New York export executives who, at lunch in 1914, initiated the discussions which led three years later to formal establishment of the organization.

At IEA headquarters, international trade specialists provide a spot advisory service to find answers to individual questions. Members can also make use of a no-fee confidential personnel-recruiting service which is increasingly in demand.

'E' awards

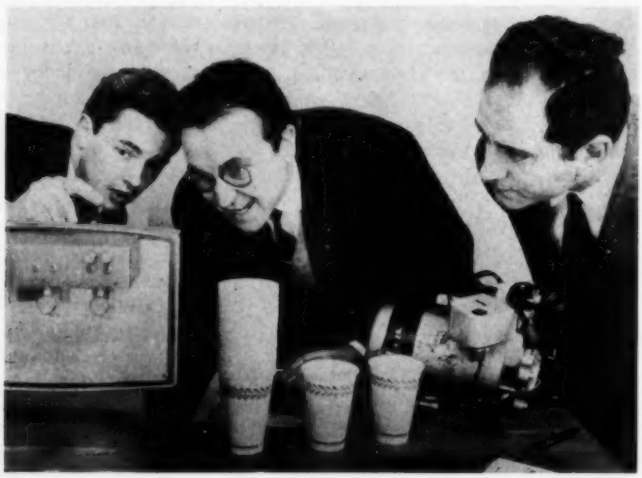
Such activities help to explain why the International Executives Association was itself a recipient of one of 13 "E"-for-export-excellence awards presented at its 46th annual conference a few years ago. The Department of Commerce citation recognized the organization's "outstanding contribution to this nation's export expansion drive."

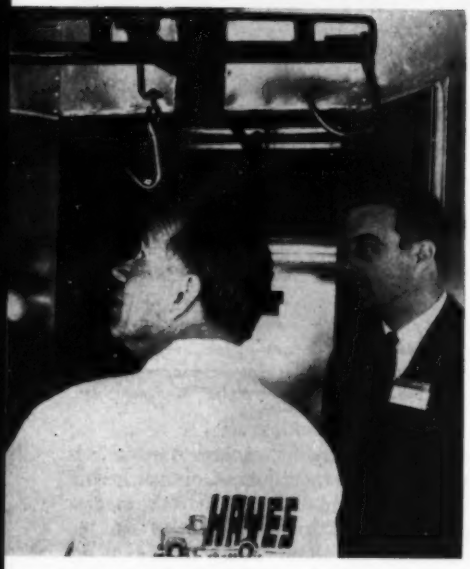
For leaders like Oren O. Gallup, IEA's work and accomplishments, its increasing recognition in business and government circles, its memorable past and visions of the future, and its regular get-togethers and annual conferences add zest and satisfaction to the daily routine of international trade.

BUSINESSLIKE ATMOSPHERE DOMINATED the first U.S. commercial solo exhibition. Clockwise, photos show a bird's-eye view from the winding stairs into the entrance area. Next is the biggest of the two exhibit pavilions. Spanish businessmen received thorough demonstrations of beverage dispensers and ice-making machines, then carried on interesting business discussions.

First of a kind

Refrigeration exhibitors aid debut





OPENING DAY VISITORS included Assistant Secretary Trowbridge (left) and Ambassador Angier B. Duke (center). In middle photo, Earl Hayes of the World Trade Development Corp., demonstrates to Trowbridge the inside of a butchering-refrigeration truck. Exterior view of exhibition is at bottom.

Madrid show is bright new step

Early reports from commercial solo show $1.2 million worth sold already; sales may reach $13.8 million

By DEAN SMITH
Staff Writer

Madrid's warm sun greeted exhibitors as the United States took a new step in its commercial exhibition program this month, and early reports indicated that sales prospects were just as bright.

A summary of the first four days of activity showed: sales of $1,282,304 already made; an estimate of $13,799,333 in sales in the next 12 months; 10 agents appointed; 5,070 visitors logged. A final report is expected shortly.

The Madrid exhibition, scheduled for March 7-17, was the first U.S. solo exhibition of an entirely commercial character. Up to now, U.S. trade exhibitions have been presented as parts of international trade fairs. Also, there have been solo exhibitions in a number of countries but these have had a combined institutional and sales nature, designed to present the story of the U.S. free enterprise system as well as sell U.S. goods.

Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, opened the exhibition, the first of the Commerce Department's 1966 trade fair program.

Representing Secretary of Commerce John T. Connor, Trowbridge took part in ceremonies in the new glass-walled Exhibition Palace of the Madrid Chamber of Commerce.

The exhibition featured products by 48 U.S. companies representing 58 American manufacturers and was staged by the Bureau of International Commerce. It promised to be an outstanding success not only in scope but in international attendance. Visitors included trade delegations from Yugoslavia and Hungary, by special permission because Spain has no diplomatic relations with either.

Many of the products featured in the show have not been previously shown abroad by U.S. manufacturers. They included such unusual advanced technical items as a mobile slaughter house and liquid nitrogen refrigeration trucks.

The show coincided with the Fifth General Assembly of the Experimental Center of Refrigeration, which had received technical papers presented by participants in the U.S. exhibition.

These papers described U.S. developments in refrigeration, including such subjects as processing and refrigerated storage of fruits and vegetables; refrigerated transportation by land vehicles; marine refrigeration, heat pumps, centrifugal processes, and biological and medical applications of refrigeration.

Product categories of the U.S. exhibition included air conditioning; compressors, controls ond other components; ice making and water and beverage cooling equipment; liquid nitrogen refrigeration; refrigerated processing warehousing and accessories; show cases for supermarkets and small retail stores; transportation (mechanical and liquid nitrogen refrigerated trucks, railroad cars and air cargo service); urethane foaming equipment; walk-in coolers and refrigerators; and exhibits by industrial design and engineering firms.

The exhibition will enable U.S. manufacturers to capitalize on Spain's urgent need for refrigeration equipment to handle agricultural production. Spain's national refrigeration plan calls for capital investments of $148 million in order to double facilities by 1968.

The plan recognizes the need for modern refrigeration equipment in

Cover Scene

The photo on this week's cover shows an automated IBM registration system that speedily classified visitor data for Madrid exhibitors. It is being explained to Assistant Secretary Trowbridge and U.S. Ambassador Angier B. Duke, both at left.

Spain's domestic and export food industries, and the demand for improved refrigeration facilities by restaurants, hotels, schools and hospitals. New and strict health laws governing the storage and preservation of all fresh foods and beverages offered for sale also will have a significant impact on the Spanish refrigeration industry.

The following early details were reported by exhibitors:

The Worthington Corp. of Harrison, N.J., reported at the show's halfway mark that its Spanish licensee, Ramon Vizcaine, S.A., San Sebastian, had negotiated more than $1 million worth of contracts for air conditioning and refrigeration equipment and installations. The contracts call for more than $250,000 worth of equipment to be shipped to Spain from the United States.

On opening day, Victor Metal Mfg. Corp. had indications that all its exhibit material would be sold and expected substantial additional sales in Spain and Portugal. Vilter International, Inc., said it was gratified at the steady stream of visiting knowledgeable buyers and expected to sign distributors in both countries.

Licensing requests

Sillcox Refrigeration Corp. said on opening day that it expected to close an order the following day for unitary air conditioners worth $2,000. The company received numerous requests for licensing agreements.

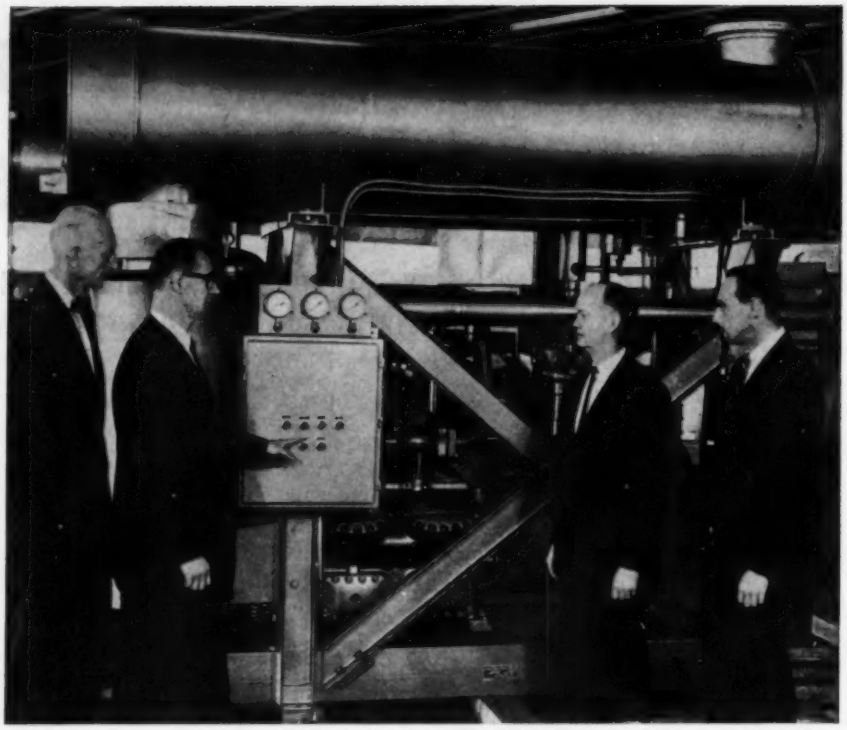
Dunham-Bush International said it had received 50 inquiries, including eight from strong prospects in Spain, Italy, France and Portugal. Admiral Equipment Corp. expected to sell all its exhibited equipment and to make substantial additional sales.

Ad Auriema, Inc. was negotiating a number of large purchases by Portuguese buyers and had good prospects for a distributor in Spain. Chrysler was negotiating for the sale of air conditioners for 40 supermarkets.

Dean Products, Inc., was negotiating four orders with fish and manufacturing industries. Mobile Freeze Co. expected to sell 15 insulated truck bodies and close a licensing agreement.

Croll-Reynolds Co., Inc., located a representative and received serious inquiries from Spanish and French concerns. The J. B. Post Co. located a licensee-distributor and was enthusiastic about the potential sales.

The World Trade Development Corp. reported numerous good prospects for licensing arrangements and sales.



'BIG BOY' ON WAY TO GHANA gets final check from officials of Acme Industries, Inc., Jackson, Michigan, and Greenville, Alabama. The gigantic packaged compressed air cooler was shipped to the town of Tema, where it is being installed in the aluminum reduction plants of Volta Aluminum, Ltd.

Bay State firms join in fishmeal de-salting venture

Peruvian plant is equipped to save stickwater protein

More protein for a protein-hungry world is promised through U.S.-Peruvian use of a process for de-salting "stickwater," a so-called waste product of the fishmeal industry.

Electrodialysis de-salting equipment of the Massachusetts-based firm, Ionics, Inc., has been put into operation at the Vegueta, Peru, fishmeal plant of Gloucester Peruvian, S.A., a subsidiary of the Gorton Corp. of Gloucester, Mass. The Gorton-Ionics joint venture is expected to step up the output of the Vegueta plant without requiring larger catches of fish.

Instead of returning stickwater to the ocean during the manufacture of fishmeal, the new equipment removes the salt and improves the odor and color of concentrated stickwater, which is added back to the fishmeal mixture before it is dried and bagged. By this means, production of a fishmeal plant can be increased by about 20%. Before incorporation of the de-salting equipment, Gloucester Peruvian's Vegueta plant had a capacity of 28,000 tons of meal a year.

Electrodialysis plus further treatment can open the door to use of stickwater as food for humans, particularly in developing nations suffering from scarcities, say Ionics officials. Seven billion pounds of stickwater were produced in 1965.

Demand for fishmeal has been increasing faster than the supply, and application of the de-salting process should help close the gap. Some 3,500,000 tons were produced in 1964—35% more than in 1963 and five times the 1955-59 average.

Electrodialysis of stickwater offers a dual advantage. Not only is valuable protein recovered which otherwise would be lost, but a potential pollution problem is averted in ocean areas where stickwater would have been dumped.

Ionics, Inc., headquartered in Watertown, Mass., is one of a number of U.S. firms engaged in manufacturing and research in the water desalination field. (INTERNATIONAL COMMERCE, Oct. 4, 1965, pp. 2-4).

AID reduces fees for specific risk investment guaranties

Now in effect, lower rates apply to new investors and those already holding contracts; average reductions, about 25%

Reductions in fees for investment guaranties against specific risks have been announced by the Agency for International Development.

The new rates are expected to save U.S. corporations and individuals investing in less developed countries an estimated $3.6 million in 1966, AID reports.

The lower fees became effective March 15, both for new investors and investors already holding contracts. Average reductions for the premiums will be about 25%. In a typical investment, fees which would come to 1.30% of the face value of the contract will now be a little less than 1%.

AID specific risk guaranties protect investors against losses because of inability to transfer profits of capital from a less developed country into dollars—called inconvertibility; nationalization; and war, revolution or insurrection.

The lower fees may make some investments in the developing countries more attractive, AID points out, because political risks are eliminated at a lower cost.

Brisk expansion

AID's experience with the political risk investment guaranty program to date has been favorable. The claims paid amount to $83,878.54. At present, total pending claims under existing contracts are about $2 million.

The program has expanded swiftly since 1963: from $1.1 billion outstanding to $2.5 billion in contract coverage presently on the books. This has raised fee income sharply. As of January 31, $32 million in fees had been collected. Yearly income from fees was then estimated at $12 million.

Three changes in the fee structure affect new investors:

- The fee for current convertibility coverage will be cut in half—from ½ of 1% to ¼ of 1% of the amount of insurance at risk.
- A new contract will be offered which combines coverage on losses due to expropriation with those due to war, revolution or insurrection. It will cost ⅞ of 1% of face value of coverage. Singly, the two coverages cost ½ of 1% each.
- The "standby" fee for all coverages will be reduced from ¼ of 1% to ⅒ of 1%. Standby coverage is insurance which is reserved for future use.

These reductions apply to new investments in all eligible countries. New investments in Viet-Nam can be covered under the new combination policy covering war risks.

New investors who find it advantageous to take a separate contract covering losses from expropriation and another covering losses due to war, revolution or insurrection may do so at the old rate of ½ of 1% for each of these current coverages and the new rate of ⅒ of 1% for standby coverage.

Will receive credit

Investors already holding contracts will receive the benefits of the fee reduction for standby coverage and inconvertibility insurance. Existing investors, AID estimates, will save $2.4 million next year through this reduction.

All existing contract holders will receive a *pro rata* credit on their next fee payment for the period in their current contract year after March 15, 1966. AID will maintain all the fees for old contract holders on this reduced basis so long as the standard fees remain at the new lower levels.

Figures for the year 1965 show that the agency wrote $954 million worth of political risk insurance covering $225.5 million in investment—an increase of 35% over 1964.

In 44 countries last year

Guaranties were issued for investments in 44 countries in 1965, compared with 37 in 1964. In 1965, five countries received their first investments covered by guaranties: Brazil, Hong Kong, Kenya, Laos, and Singapore.

There are now 72 developing countries with which the United States has agreements for operation of the AID guaranty program. Six of them were added last year, signing agreements allowing issuance of all the coverages offered by the program: Brazil, Dahomey, Chad, Uganda, British Guiana, and Upper Volta. Four others in 1965 expanded existing agreements to permit issuance of protection against losses from war, revolution or insurrection, along with extended risks guaranties, which protect investors against losses occurring from any normal business risk in certain situations.

Developed nations are excluded from the program, although eligible investments in less developed overseas dependencies of such countries may be covered.

Brimmer appointed to Federal Reserve

Dr. Andrew F. Brimmer, Assistant Secretary of Commerce for Economic Affairs since March, 1965, has been appointed by President Johnson to be a member of the Board of Governors of the Federal Reserve System.

While at Commerce, Dr. Brimmer had operating responsibility for the program of voluntary cooperation with the business community to improve the balance of payments. During 1965, about 500 companies reported quarterly on their efforts to increase their contributions to America's international accounts. Dr. Brimmer conducted the bulk of consultations with these firms and was given the main assignment of explaining the detailed objectives and results of the program to industry. In his present role, he has policy supervision of the Bureau of the Census and the Office of Business Economics.

Gerald Pollack has been named Acting Assistant Secretary for Economic Affairs.

Canada's big trade center to open in 1967 in Montreal

Place Bonaventure, Canada's impressive new trade center idea, is moving toward reality, according to J. Guy Gauvreau, president. The opening date has been set for March 31, 1967.

Located in Montreal, Place Bonaventure will be a 17-story structure, containing 3 million square feet of space. It will incorporate under one roof a shopping concourse, a first-run theater, a 400-room hotel, exhibition hall, information and design center, and an international trade center. According to Gauvreau, some 40 countries, including West Germany and Japan, have expressed interest in taking space at the center.

E's OF TEXAS ARE UPON US—In photo left, Secretary Connor presents Lone Star Steel Co. head George A. Wilson, the President's E for Export Award. At right ROTC students at the University of Houston raise the E pennant as Secretary Connor and University President Philip G. Hoffman look on.

Secretary Connor spotlights Texas export activities

Two differing accomplishments in export expansion were honored in Texas this month as Secretary of Commerce John T. Connor presented the President's 'E' Award to a steel company and an educational institution.

Lone Star Steel president George A. Wilson, received the award March 10 in recognition of his company's work in developing foreign markets for specialized steel.

Although Lone Star Steel is relatively small in the U.S., it has a world-wide reputation for producing steel specifically for use in the manufacture of electric weld pipe.

Aids economy

The Dallas firm elected to seek foreign sales despite the fact that profit from semi-finished material is considerably less than that resulting from the sale of finished pipe. By choosing export markets, the Secretary said, the firm is contributing to the national balance of payments and is maintaining plant operations at capacity levels thus contributing to the stability of the East Texas economy.

Lone Star's competitive success is attributed to the efforts of its sales department and its willingness to alter operation schedules to the extent that critical delivery dates can be met.

On March 11, the Secretary presented the E flag and citation to Dr. Philip G. Hoffman, president of the University of Houston.

During the past 15 years, the University has sponsored a number of specialized programs in international trade promotion that have served Texas businessmen.

Two roads

The University's Department of Transportation and International Business and Resources offers programs towards either a Bachelor of Business Administration in Transportation or in International Business and Resources.

The school and the World Trade Department of the Houston Chamber of Commerce have conducted seminars in foreign trade and special courses for importers and exporters.

In cooperation with the U.S. Department of Commerce, the University of Houston conducts an executive export training program. By offering its variety of programs, the University contributes to the National Export Expansion effort, bringing valuable information to executives who are interested in becoming exporters, and assisting those already actively selling abroad.

The Secretary pointed out to his audiences in Dallas and Houston, that Texas is one of the most export-conscious states of the Union. It leads all states in exports of chemical and petroleum products; one-tenth of all U.S. farm exports are sold by Texans; the State ranks seventh in the export of manufactured goods, and a conservative estimate has 10% of the Texas labor force dependent on export for jobs, Connor said.

Ambassador opens Center in Ethiopia

Edward M. Korry, American Ambassador to Ethiopia, has formally opened the United States Business Information Center in Addis Ababa. The center, which is located in the city's commercial district, has an imposing street-level display window, where materials promoting American commerce attract the attention of passers-by.

Businessmen, both Ethiopian and American, are being encouraged to make the Business Information Center their principal point of contact on matters of Ethiopian-American trade. The center is equipped with a complete commercial library, and serves as the office of John P. Wentworth, the Embassy's newly assigned Commercial Officer, and of the Commercial Assistant.

Ambassador Korry's reception was attended by Ethiopian businessmen and officials, and by Bernard Blankenheimer, Director of the Bureau of International Commerce's Africa Division.

NUCLEAR FUEL PACKAGES TO GERMANY: First shipments of more than 212 tons of nuclear fuel for a West German Power Station are loaded aboard a Pan American Airways jet freighter at Kennedy International Airport. The nuclear fuel assemblies are manufactured by the General Electric Company.

Nuclear firms get safety plea in world market

Need to retain safeguards despite costs is stressed

American companies competing for profit in the developing market for nuclear power reactors, were urged, along with all countries supplying nuclear material and equipment, to keep safety a prime consideration, regardless of competitive incentives.

Commissioner John G. Palfrey of the U.S. Atomic Energy Commission expressed concern about the effects of competition on the peaceful use of the atom during remarks before the European Nuclear Science Center Program, at Utrecht, The Netherlands, this month.

Palfrey pointed out the unique U.S. position in world bidding. While other countries offer bids through a centralized government source, U.S. bids come from individual companies such as GE, Westinghouse, Babcock and Wilcox, etc. The role of the USAEC is to support the efforts of private industry through research, to obtain long-range fuel supplies, participate in international negotiations, regulate light water reactors, but not to promote or sell abroad.

"In operation to date, I don't believe it has made much difference," Palfrey said, "but I can imagine competitive situations where the differing roles of the governments of the supplier countries could influence the outcome of the competition."

Dangers

The Commissioner noted three dangers of unbridled international competition: cutting corners on reactor safety, working against the positive potential of international cooperation, and finally, the temptation that individual countries might have to lower the amount of inspection and safeguards they require over the materials and equipment involved in the reactor they are trying to sell.

"Bilateral safeguards imposed by the supplier countries, and multilateral safeguards, such as those of Euratom and IAEA are only interim ways of meeting the basic problem," he said.

"We have believed from the start that the long-term solution must be to develop a single comprehensive and effective international safeguards system, administered by an international organization of broad membership."

The U.S. position is that if it simply relied upon a system of bilaterally applied safeguards, it would find that among the many nations now offering nuclear assistance, some might apply wholly effective controls, while others would apply wholly inadequate controls or no controls at all. "Because of the commercial pressures that exist in the international nuclear power market, the ultimate result would probably be a reduction to the lowest common denominator—no safeguards at all," he warned the group.

Palfrey reported that other countries, notably the U.K. and Canada, require safeguards in their nuclear energy assistance, relying on bilateral agreements until the IAEA can develop its own system. Moreover, the IAEA safeguards system is winning broad support by the Agency's 25-member board, from East and West, from nuclear and non-nuclear power.

The U.S. is working to secure agreement that non-nuclear weapons countries would accept IAEA or equivalent safeguards on their civil nuclear programs. Until the treaty is secured, he said, it is up to the seller to take all necessary precautions.

U.S. nuclear fuel flies to Germany

Special containers being utilized to air-lift 10 separate shipments

A shipment of 212 tons of nuclear fuel, manufactured by General Electric, is being sent to a West German nuclear power station.

The fuel, which will be air-lifted in 10 separate shipments by Pan American, is being provided under the United States Atomic Energy Commission Euratom Barter Agreement.

Specially designed containers, each holding two of the 405 pound assemblies, will be utilized for the shipments. The quantity of radiation contained in the shipments is reportedly low, not exceeding the amount contained in some medical drugs.

The fuel will power a boiling water reactor, designed and built by General Electric at Gundremningen Nuclear Power Station located near Munich.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Commodity		U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets)
Manufactures, total			
	1964 1st quarter	3,944	23.9
	2nd	4,160	23.8
	3rd	3,891	23.5
	4th	4,387	23.1
	1965 1st	3,776	21.0
	2nd	4,725	24.2
	3rd	4,114	22.6
Chemicals			
	1964 1st quarter	553	26.8
	2nd	582	26.5
	3rd	606	28.2
	4th	623	26.8
	1965 1st	501	22.1
	2nd	642	25.8
	3rd	612	25.6
Nonelectric machinery			
	1964 1st quarter	1,132	31.6
	2nd	1,199	31.4
	3rd	1,095	31.5
	4th	1,228	30.9
	1965 1st	1,062	28.8
	2nd	1,423	33.4
	3rd	1,186	30.8
Electric machinery			
	1964 1st quarter	416	27.8
	2nd	405	25.4
	3rd	381	25.4
	4th	463	26.1
	1965 1st	377	23.0
	2nd	444	25.3
	3rd	399	24.1
Transport equipment			
	1964 1st quarter	740	28.4
	2nd	783	28.6
	3rd	695	28.7
	4th	811	27.3
	1965 1st	778	26.3
	2nd	907	28.9
	3rd	735	28.1
Other manufactures			
	1964 1st quarter	1,103	16.3
	2nd	1,191	16.6
	3rd	1,114	15.9
	4th	1,262	15.8
	1965 1st	1,058	14.2
	2nd	1,309	16.6
	3rd	1,182	15.4

Note: World exports include exports from 14 major industrial countries, as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States. These 14 countries accounted for 77% of 1964 world exports of manufactures (excluding mineral fuel products, processed foods, fats, oils, firearms of war, and ammunition).

Manufactures: U.S. export share drop arrested

Percentage for third quarter equals average of first two

The decline in the U.S. share of world exports of manufactures to markets other than the United States, which has been underway for some time, was arrested in the third quarter of 1965.

Our share of such exports in July-September, at 22.6%, was the same as the average share in the first two quarters of last year. The sharp reduction in the first quarter and expansion in the second in U.S. shipments, caused by distortions from the shipping strike in East and Gulf Coast ports, invalidates a direct quarter-to-quarter comparison.

U.S. exports of manufactured goods rose strongly in value over the third quarter in the final quarter of last year. Sufficient data from other countries are not yet available for that quarter, however, to ascertain whether this expansion in exports enabled our share to be maintained at the same level through the rest of the year.

For the first three quarters of the year, though U.S. exports of manufactures rose by $620 million, our share of the world total shipped to foreign markets dropped from 23.7% to 22.6%. Strong domestic demand, near-capacity production in certain industries, increased competition in third markets, and a fall-off in demand from some of our principal foreign markets contributed to the comparatively slow expansion of U.S. exports.

This report, prepared by the International Trade Analysis Division of the Bureau of International Commerce, continues a new series begun in the December 27, 1965, issue of INTERNATIONAL COMMERCE. *That report provided annual data on U.S. shares of world exports of manufactured goods from 1960 through 1964 and semiannual data for the first halves of 1964 and 1965. Trade statistics similar to those in the accompanying table and a brief discussion of trends are to be presented each quarter.*

The value of U.S. exports of manufacturers in the third quarter reached $4.1 billion, 6% above the same period in 1964, but exports from other world suppliers expanded by 11%. Thus, the U.S. share of the total was slightly under one percentage point less in the third quarter of 1965 than in the like period of 1964. Our relative position, however, was somewhat improved over that in the first half of the year when the decline in our share of world exports of manufactures was well over one percentage point below that in the first half of 1964.

From the third quarter of 1964 to the same quarter of 1965, the U.S. share dropped in each major type of manufactured product shown in the adjoining table. The most serious decline was in chemical exports where the U.S. third quarter share fell from 28.2% in 1964 to 25.6% in 1965. The value of our chemical exports remained practically unchanged from year to year, while shipments from other countries rose significantly. There was, however, a considerable improvement in the U.S. share of the total in the July-September quarter compared to the average of the first two quarters of last year.

Transport equipment, too

Also showing share improvement in the third quarter, compared to the January-June average, was transport equipment. But, as with chemicals, a less favorable comparison could be made with the third quarter of 1964. The U.S. share of world shipments to foreign markets in that quarter of the past two years dropped from 28.7% to 28.1%.

Shipments of nonelectric machinery, our largest manufactured export product, declined in the third quarter to 30.8% of the world total from an average of 31.3% in the first two quarters of 1965. This downturn in the U.S. share of nonelectric machinery exports reversed the upward movement that had occurred in 1964 and was maintained in the first half of 1965. No judgment about trend can be made, of course, from a single quarterly figure.

Further strong domestic demand resulting from heavy plant and equipment expenditures helped account for the relative sluggishness in U.S. exports. This decline was only relative, as in terms of value U.S. exports of nonelectric machinery in the third quarter were $91 million more than in the like quarter of 1964. Our 8% rise compared with one of 12% for other countries' shipments.

In the miscellaneous "other manufactures" category, including such diverse products as metals, textiles, and nondurable consumer goods, the U.S. share in the third quarter of 1965 showed no change compared to the average for the first six months of the year. Nevertheless, for the entire nine months, our exports, which rose in value by $140 million over the same months of 1964, accounted for a considerably smaller share of world exports than in the preceding year.

Among our principal competitors for foreign markets, Japan registered the largest share increase in the third quarter over the first half year average. The Japanese share, though comparatively low compared to that of the United States, rose in every major commodity category shown in the adjoining table.

The Federal Republic of Germany, whose exports of manufactured goods to foreign markets other than the United States are second in value to ours, showed an improvement in the third quarter over the January-June average in its share of world exports of both electric and nonelectric machinery. Shipments of chemicals and transport equipment, though, were lower relative to other suppliers.

The British position, which has been deteriorating relative to other exporters of manufactures for some time, strengthened in the July-September quarter in transport equipment and nonelectric machinery compared to the first half 1965 quarterly average. Overall, the U.K. share of manufactured exports to markets other than the United States remained at the same level as in the first half.

Ft. Worth Chamber sends trade mission to Central America

Members will investigate market for variety of Texas products

A six-man trade mission from Ft. Worth, Tex., is traveling in Central America and Trinidad, March 16-Apr. 5.

The purpose of the mission, organized by the Ft. Worth Chamber of Commerce and supported by the Commerce Department's Bureau of International Commerce, is to sell products and services of Ft. Worth area firms to Central American buyers and learn of products and services available to Ft. Worth buyers in Central America.

The mission will visit Guatemala City, Guatemala; San Salvador, El Salvador; Managua, Nicaragua; San Jose, Costa Rica; Panama City, Panama, and Port of Spain, Trinidad.

Members will investigate the Central American market for livestock and poultry feeds, printing machinery, refrigeration and roadbuilding equipment, canning and meat processing machinery, and conveyors and materials handling equipment.

Mission members were briefed by Commerce officials at a meeting of the Ft. Worth Economic Expansion Institute.

Thomas F. Lange, of the First National Bank of Ft. Worth, heads the mission. Other members (all Ft. Worth residents) are Richard Miller, Charles Needham Co.; C. Edward Smith, J. Paul Smith Co.; M. S. Landers, Landers Machine Co.; William F. Sprinkle, McGown & Sprinkle, and W. P. Thomas, Thomas Conveyor Manufacturing Co.

Tennessee mission in Europe spurring trade and tourism

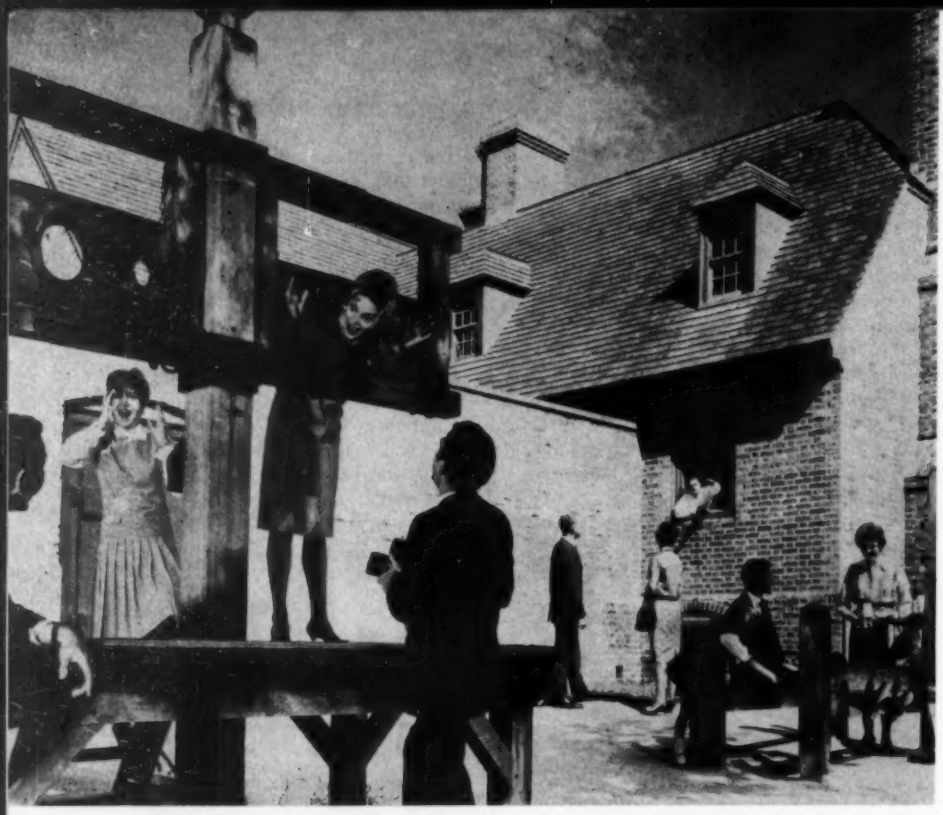
Organized by State's industries, group will visit five countries

The first Government-supported trade mission from the State of Tennessee was scheduled to arrive in Spain March 16 on the first leg of a five-country trip promoting Tennessee trade and tourism.

The mission was organized by Tennessee State Industries with the help of the Commerce Department's Bureau of International Commerce to promote Tennessee areas as sites for manufacturing plants; expand overseas markets for Tennessee-made toys and shoemaking, industrial power and steam generating equipment; establish contacts with overseas banking establishments, and promote Tennessee tourist attractions.

The mission will visit Madrid, Spain; Athens, Greece; Frankfurt, Germany; Copenhagen, Denmark; and Amsterdam, Rotterdam and The Hague, Holland. The trip will end April 5.

Ralph W. Emerson, Governor's Staff Director for Industrial Development, will head the group. Other members are Ernest R. Keller, Jr., chief of industrial promotion, Industrial Development Division for State of Tennessee; Howard Hoffman, Southern Shoe Co.; Scott Fillebrown, First American National Bank of Nashville; Charles N. Shockley, Kusan, Inc., and Eddie Lunn, Boiler Supply Co.



SINGER EMPLOYEES FROM OVERSEAS VISIT U.S.A. with company's help and stop to try the colonial penal stocks at Williamsburg. More than 1,000 came on charter trips arranged by sewing machine firm.

U.S. business help is sought to close payments 'travel gap'

Companies asked to bring conventions, congresses, sales meetings here, offer Visit USA tours as awards

Company-sponsored Visit USA programs are being used successfully by foreign affiliates of American firms to build employee goodwill and the export expansion program of the Department of Commerce.

Some half-dozen major U.S. firms currently are developing such programs or seriously studying proposals to establish them, John W. Black, director of the United States Travel Service, reports.

In 1964, more than 1,000 overseas Singer Co. employees participated in a low-cost air charter trip to the United States sponsored by the company but paid for by the employees.

Among other companies who have promoted tours of this country are: International General Electric, International Business Machines, General Motors, International Harvester, and Allis-Chalmers International Division.

The value of Visit USA programs has been acknowledged by Robert D. Murphy, former Under Secretary of State and now board chairman of Corning Glass International. He noted that in projects like Singer's: "Each company acts as sponsor with a hired travel agent as coordinator. We believe this is a potentially important tool in reducing the 'travel gap' and thus redressing in some measure the country's balance of payments position."

The cost to Singer for the 1964 project was about $10 per person, including a reception and banquet in New York for its visiting employees. Couples made up about 70% of the Singer travelers and they spent a total of $800 to $900 per family for transportation and the tour, plus an extra $100 for lunches and incidentals.

National Association of Manufacturers President W. P. Gullander recently received suggestions from Secretary of Commerce John T. Connor on how U.S. firms might assist in narrowing the "travel gap"—one of the elements of the balance of payments problem—often with benefit to themselves.

Connor's suggestions:

- American business firms could be helpful in encouraging international organizations in which they participate to hold more of their conventions in the United States.
- American firms could encourage employees who are members of international professional and technical societies to invite more of these groups to hold their conferences in the United States.
- U.S. business firms with overseas operations might consider holding more of their trading and sales meetings in the United States, such as National Cash Register does in McAllen, Texas.
- Business with foreign plants might consider travel awards to the United States in sales and other incentive programs.
- American companies that make use of contests in sales promotion programs abroad might consider tours to the United States as prizes.
- Companies with operations abroad might consider arranging low-cost package tours to the United States to bolster morale. Singer and Eastman carry out such programs. The employee pays his way, but he benefits by participating in a company-arranged low-cost charter tour.
- Companies might encourage their employees abroad to visit the United States by publicizing cost and attractions in company employee publications.
- In displaying American products abroad, companies might integrate posters and other materials which feature the United States as a travel attraction.

'Singer Story'

The United States Travel Service has prepared a booklet, "The Singer Story," which is available to organizations interested in the possibilities of similar programs. U.S.T.S headquarters in Washington and its offices in London, Paris, Frankfurt, Rome, Amsterdam, Stockholm, Mexico City, Bogota, Sao Paulo, Tokyo and Sydney will assist in planning effective itineraries for such employee vacations. Write: U.S. Travel Service, 1666 Connecticut Ave., N.W., Washington, D.C. 20235.

Export quotas set for cattle hides, calf skins, leathers

Commerce Dept. orders validated export licenses for all shipments

The Department of Commerce has established export quotas for cattle hides, calf and kip skins and bovine leathers, in a new move to provide adequate supplies for domestic needs.

The action supplements that taken March 7, when the Department directed that shippers of these commodities to any destination in the world but Canada obtain a validated export license. The quota restrictions will not apply to Canadian shipments. The Department said that additional controls were needed because of the steady increase in exports during the latter part of 1965 and 1966. In the absence of quota restrictions, an estimated 14 million hides would be exported in 1966. On the basis of an estimated available supply of 21.1 million hides and projected consumption of 23.8 million hides, this would produce a shortage of 2.7 million hides for domestic consumption. The latest restrictive export control action will reduce the estimated shortage by 2.5 million hides.

The new regulation was promulgated in Current Export Bulletin No. 930, setting these quotas for calendar 1966.

Cattle hides, whole, 9.9 million hides; cattle hides, except whole, 810,000 pieces; calf skins and kip skins, 2.1 million skins; cattle hide and kip side, upper leather, grain, except patent and metalized and cattle hide, and kip side leather, n.e.c., 10.8 million square feet.

Cattle hide and kip side, sole, belting, welting, grain, offal, rough, russet and crust leather, 1.7 million pounds.

Calf and whole kip upper leather, patent, and metalized; and calf and whole kip leather, n.e.c. except patent and metalized, 1.9 million square feet.

Licensing will be conducted in two periods ending June 30 and Dec. 31. The total to be licensed during the remainder of the year will be determined by subtracting from the specified quota the quantities exported since Jan. 1, under General License G-DEST, including shipments permitted to move under the saving clause announced March 7.

The Department said that in order to avoid disruption of normal foreign markets for U.S. cattle hides, shipments of this commodity will be based on country allocations, and the exporters' allowances will be distributed on a country basis. The other quotas, essentially at 1965 levels, will be distributed on a global basis.

There will be no charge against quotas for any commodities not produced or manufactured in the U.S.; were imported into the U.S. under a warehouse entry; and were not and will not be entered under a U.S. Customs Consumption Entry.

Licensing will be based on past participation in exports of commodities in each of the quotas. The Department stated that this method assures an equitable distribution of available export quotas and helps maintain normal trade patterns. Calendar years 1964-65 constitute the base period for past participation requirements. Exporters must submit their statements to the Department by April 4 and licensing is to begin on April 18. The Department indicated, however, that it would consider granting licenses for emergency shipments before this date.

Current Export Bulletin No. 930 is available at 25¢ from the Commerce Department or any Field Office.

Two firms team to aid exporters

Industries interested in entering foreign markets are being offered the assistance of two U.S. companies with extensive contacts, facilities, and experience in the foreign field.

The new program, known as "Opportunities From Overseas," or the "Double O Program," is under the direction of the International Services Operation of Niagara Mohawk Power Co., in cooperation with the Export Marketing Service of the Overseas Banking Division of The American Express Company, Inc.

The two firms have joined forces to offer a broad combination of services, including information on marketing local products overseas, developing possibilities for product licensing and joint ventures, international banking, and freight forwarding. All are available without charge to industrial firms in the Niagara Mohawk service area.

Write Area Development Department, Niagara Mohawk Power Corporation, 300 Erie Boulevard West, Syracuse, New York, 13202.

BANKS—The Bank of America's head office in San Francisco announces that its application to open a branch in Saigon has been approved by the government of South Vietnam. The new branch, the bank's 19th in Asia and the Orient, will open as soon as arrangements for premises are completed.

MICROWAVE RADIO—Raytheon Company's Italian affiliate, Selenia, has been awarded a contract for $1.9 million to provide 21 truck-mounted microwave radio stations to be used by Supreme Headquarters Allied Powers Europe (SHAPE).

ELECTRONICS—Cutler-Hammer Inc., announces plans for the establishment of a manufacturing subsidiary in India. The firm, which manufactures electrical and electronic products, plans to construct a plant near New Delhi that will house manufacturing facilities for general-purpose control and accessory equipment.

AIRCRAFT—Douglas Aircraft Division announces a $14 million sale of two Douglas DC-8 jetliners to Japan Air Lines. The new transports bring JAL's expenditures for American-built jets to nearly $200 million.

FERTILIZER PLANT—A fertilizer complex at Trombay, India, designed by Chemico of New York, went on stream recently. The plant includes ammonia, urea, nitric acid, and sulfuric acid facilities, and will produce 420,000 tons of nitrogenous fertilizers annually.

REFINERY—Amoco Australia, a wholly owned subsidiary of American International Oil Company, will dedicate its recently completed refinery at Brisbane, which has a capacity of 25,000 barrels a day. The refinery supplies more than 300 service stations and other consumers of petroleum products.

Denver firm's study will aid Ceylon power project

Island's officials travel here to discuss engineering plans

Four officials from Ceylon conferred in Denver recently with executives of Engineering Consultants, Inc. about a second multi-purpose engineering study in a $40 million hydroelectric and irrigation project.

T.B.C. Sanaviratne, Ceylon's director of irrigation, A.C.H. Pereira, project engineer for electrical undertakings, N. Periyathamby and H. de S. Manamperi, assistant directors of irrigation met with Cecil Kilgore, ECI president, Ray E. Dexter, the company's executive vice president and other ECI officials about the Samanala Wewa project.

Will lift output

According to Project Engineer Pereira, present production of hydroelectric power in his nation is 90,000 kilowatts. Upon completion of the Samanala Wewa dam and reservoirs another 120,000 kilowatts will be added.

The increased power capacity will be vital to the expansion of such industries as sugar refining, textiles, plastics, ceramics, building hardware, fertilizer, steel and oil.

Ceylon's Irrigation Director Sanaviratne said plans call for electrification of the entire nation by 1969.

William Hinch, the Denver company's vice president and general manager, announced that construction will begin next year on the project, which will be developed with international financing.

Engineering Consultants, Inc., has been active in international engineering projects for some time. It received the President's E for export award in 1962.

New Zealand decimals

New Zealand's adoption of a decimal currency has been officially scheduled for July 10, 1967. Neighboring Australia shifted away from the old pound/shilling/pence system to a decimal currency on February 14 of this year.

CONFERENCE IN DENVER between Engineering Consultants, Inc. and Hydroelectric Project officials from Ceylon. Seated l. to r. T.B.C. Sanaviratne, irrigation director, Roy Dexter, ECI executive vice president. Standing A.C.H. Pereira, project engineer, N. Periyathamby and H. de S. Manamperi, assistant director.

Air transport unit seeks simplification of border documents

Growth of air freight and technological development in the freight-handling capacity of airlines make it more urgent than ever before that governments continue their efforts to simplify border-crossing formalities, Earl J. Miller, chairman of the Facilitation Committee of the Air Transport Association has declared.

The committee, which met recently in Chicago, is concerned with streamlining formalities and improving service in connection with government activities affecting the movement of aircraft, passengers and freight to, from, and throughout the United States.

Miller, an official of Trans World Airlines, said: "There is no point in developing aircraft that will cross oceans and continents in half or less the time required by today's planes if these aircraft and their cargoes are delayed en route because of out-dated and time-consuming governmental formalities."

Objectives the committee has set during 1966 include the following:

- Adoption of streamlined customs entry and duty collections procedures.
- Adoption of a simplified form, combining immigration and customs requirements for travelers flying to and from the United States.
- Elimination of manifests for air shipments to Canada.
- Simplification of agriculture requirements for air imports and exports of meat.

Asian monthly opens pages to advertising from U.S.

The publisher of *Asian Industry*, a Hong Kong-based magazine now in its second year of publication, has invited information and advertising on new machinery, equipment and industrial materials that U.S. manufacturers wish to introduce into the Southeast Asian industrial market.

The monthly magazine, which announces a circulation of 12,000, is intended for engineers, technicians, plant managers, owners and operators of industries, dealers in industrial machinery and materials, architects, contractors and government officials.

Write: Asia Marketing Media, Ltd., 53 Printing House, 6 Duddell St., Hong Kong.

Japan's fast-growing aviation industry sales target of exhibit at Tokyo Center

Advanced U.S. aircraft maintenance, communications equipment to be held Sept. 19-27; U.S. firms invited to participate

A show-and-sell exhibition of aircraft maintenance and communications equipment of advanced U.S. design has been set for next fall at the Trade Center in Tokyo.

Sales target is Japan's fast-growing aviation industry. The Bureau of International Commerce will launch the show Sept. 19-27 and invites U.S. manufacturers to reserve space.

Japan offers U.S. exporters a two-fold market. A recent market survey conducted for BIC in Japan showed that civil aircraft of advanced U.S. design is in strong demand and that ground support and maintenance and repair equipment is needed for both U.S.- and Japanese-designed planes.

Numerous opportunities

The survey revealed specific business opportunities in the following categories:

Ground support, aircraft and airport maintenance and overhaul tools and equipment; communications and navigation equipment; small utility and rotary wing aircraft; chemical sprayers and other utility aircraft accessory equipment, and heavy snow plows, sweepers and trucks for airport maintenance.

Flying clubs are becoming popular in Japan. Equipment aimed at the recreational aircraft market as well as accessories and maintenance equipment for gliders should prove of interest.

The nucleus of Japan's aircraft industry consists of three leading airframe and equipment manufacturers and 12 major maintenance and component manufacturing firms. Although most of the aircraft production in Japan results from U.S. licensing and technical assistance agreements, the domestic industry since 1960 has progressively increased its production of Japanese-designed civil aircraft.

Write: Bureau of International Commerce (code 8192), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-3846), or to any of the Department's 42 Field Offices.

Additional information on trade fairs and trade center shows, unless otherwise noted, is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Precast concrete exhibition to take place in London

The 5th International Congress of the Precast Concrete Industry will be held May 21-27 in the Royal Garden Hotel in London.

It will feature machinery, equipment and special materials used in the precast concrete industry. Attendance of some 1,500 trade visitors, including 100 from the United States, is expected. Two U.S. firms have booked exhibit space, and more U.S. participation is invited.

Write: Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1.

Sales of $1 million seen for Tripoli fair exhibitors

U.S. exhibitors at the Tripoli international fair reported the following results after the first week:

On-the-spot sales, $103,080, and estimated sales for the next 12-month period, $988,492. Attendance was 80,000, with 62,600 visitors coming to the U.S. pavilion.

DATE CHANGE

The Indian International Trade and Industries Fair will be held Jan. 22-Feb. 27, 1967, in Madras. It was originally scheduled for Dec. 25-Jan. 31, 1967 (INTERNATIONAL COMMERCE, Dec. 13, 1965). **Write:** The All India Manufacturers' Organization, 7/15 Haddows Rd., Madras 34, India.

Bangkok Center schedules display of office equipment

A business machines and office equipment show at the Trade Center in Bangkok, Thailand, next summer will offer American firms easy entry into a fast-growing market.

The show, to be staged by the Bureau of International Commerce June 29-July 12, also will provide a stepping stone to other major markets of Southeast Asia.

Thailand is entering its sixth year of economic expansion. A boom in construction of factories, office buildings, banks, hotels, motels, apartment houses, hospitals, schools, retail stores and restaurants has created immediate and long-range sales opportunities for U.S. business machines and office equipment.

Few controls

A recent BIC market survey showed the Thai Government imposes few licensing and exchange controls, enhancing the potential for imported equipment. Many U.S. products are found in Thailand, the survey revealed, and their acceptance is based on high quality and durability.

Export opportunities are promising for the following U.S. equipment:

Typewriters, calculating machines, cash registers, postage-franking machines, electric pencil sharpeners, ticket-issuing machines, paper shredders, tabulating machines, steel filing cabinets, index carding machines, filing cradles, blueprinting machines, wheeled office carts and trays, and hectograph and other stencil duplicating machines.

Also, steel office furniture, addressing machines, water coolers, photocopying machines, gum-tape dispensers, banknote counting machines, microfilm equipment with TV-type screens, safes, fire and lockproof cabinets, and time clocks.

Intercom systems should do well over the next few years as they are just coming into use in large businesses, government offices and schools.

Write: Bureau of International Commerce (code 8192), Department of Commerce, Washington, D.C. 20230. (phone: area code 202-WOrth 7-3363), or to any of the Department's 42 Field Offices.

Turkey plans to import

Commercial attache says U.S. businessmen often fail to follow up leads

By ARTHUR C. LILLIG
Commercial Attache,
U.S. Embassy, Ankara

During 1965 the United States sold $164 million worth of products to Turkey, and accounted for 28% of Turkey's total imports. The trade outlook for Turkey in 1966 is even more favorable than in 1965. Several developments have helped to brighten the trade picture.

The election of a conservative party which has promised to support private enterprise has created a psychological improvement in the trade and investment climate among the business community. The relative calm of the Cyprus problem has also helped.

Turkey's 1966 Program includes plans to increase overall imports, including capital and project credits, by $60 million to a total of $725 million. This is the largest amount ever set under an annual program, and will be divided among investment goods ($320 million), raw materials ($325 million), and consumption goods ($80 million).

The 16th Import Program, covering commodities only, allocated approximately $20 million more for the first six months of 1966 than the last half of 1965. An expected equal increase for the second half would result in a substantial $40 million rise in commodity imports for the year.

Missing link

In spite of this increase, the old adage that "It takes two to make a trade," still applies. Surprisingly, the missing trade partner has often been on the American end.

To improve the United States' share of the increased allocations, American manufacturers must bid whenever possible on the many tender requests of Turkish Government organizations and state-owned enterprises. Worldwide bid requests for a tremendous variety of products, from bulldozers to parachutes, were published in INTERNATIONAL COMMERCE during 1965.

Unfortunately, very few United States bids were submitted; 80% came from Europe. However, when United States companies did submit bids they were frequently successful. For example, they were low bidders for construction machinery and vehicles, industrial boilers, cigarette making machinery, a light airplane, parachutes, generators, photofilm laboratory equipment, special electronic and communications equipment, maintenance tools, compressors, and several other items.

American companies not now exporting to Turkey should review their export policies. European costs and prices are rising at a faster rate than in the United States, so U.S. goods are becoming more competitive in fields formerly monopolized by European firms. For the goods it needs, Turkey offers hard cash from its foreign exchange reserves, or credits provided by the Consortium for Aid to Turkey.

With the increase of cash and credit availabilities in 1966, even more bids will be requested by Turkish state enterprises and organizations; more United States firms should submit offers.

There will be a continued need for capital goods to meet the aims of Turkey's Five Year Development Plan. There are no big surprises in the current Import Program, but it will pay manufacturers and exporters of U.S. goods to study this list carefully.

A copy of the Import Program, which is published bi-annually in January and July, is available for consultation in the Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Different import lists

It is divided into two sections, the liberalized list for which only an import license is required, and the quota list, which gives precise figures on the dollar amounts of goods which can be imported under each tariff category. If a manufacturer's products are not listed, generally speaking he cannot sell in Turkey today.

A look at the current liberalized list shows such products as: chemicals, fertilizers, petroleum products, insecticides, industrial raw materials, railroad equipment, industrial spare parts, electrical and electronic measuring equipment, hospital equipment, and electric accessories and parts.

The most important types of equipment and raw materials on the quota list are: equipment and materials for private and public investment projects, and equipment for the textile, petroleum, tire, dry cell, cable, and paint industries. An additional item possibly will be several jet aircraft to modernize Turkey's air services to Europe.

One of the largest single quota allocations is the $30 million slice set aside

Did you bid?

Leading products which the Turkish Government requested bids on during 1965 included radio transmitting equipment, sound signaling equipment, telephone and electric cables, electronic laboratory equipment, pressure and tensile measuring instruments, meteorological instruments, kilowatt hour meters, motion picture and micro film, dump, pick-up, and fork lift trucks, truck-tractors and semi-trailers, railroad inspection and testing cars, snow crawlers, bulldozers, motor graders, excavators, shovel loaders, air compressors, cranes, parachutes, helicopters, airplanes, gliders, generator sets, electronic motors, diesel and gasoline engines, transformer station equipment, welding equipment and welding wire and flux, cement-making machinery, plastic injection moulding machinery, pumping equipment, drilling machinery, harvesting and threshing machinery, machine tools, hydraulic presses, filbert packing machinery, wine filtration sets, bottling machines, packaging and printing machines, centrifugal and gasoline pumps, fire extinguishing and control equipment, chemical spraying equipment, oxygen breathing apparatus, fertilizer, weed extermination chemicals, chemicals, ferro manganese, tin ingots, steel sheets, steel rods, tires, pipes, and a skating rink.

for equipment and raw materials for new manufacturing plants, and for modernizing and expanding existing plants. Of this large total, $22 million is for State Economic Enterprises, which ordinarily must request bids on all sizable purchases.

Investment plans for 1966 also indicate the fields where large amounts of equipment and raw materials will be needed. The 1966 Budget calls for an overall 20% increase in investment expenditures. Private interests plan a 10% jump in investments in manufacturing, power, housing, agriculture, and tourism, and public investments are programmed 50% over 1965 investment estimates.

State investments

The State Economic Enterprises (SEE) will invest about $328 million to develop production in textiles, mining, coal, iron and steel, cement, fiberboard, straw cellulose, paper, sugar, petroleum and petrochemical industries, plus railways, irrigation, and telephones.

Other projects include nitrogen plants, a superphosphate project, a chrome magnesite plant, a steel cable plant, a hydroelectric project, a refinery, and a coking plant.

To help finance these projects, Turkey has requested loans from countries in the Consortium for Aid to Turkey. Pledges for project assistance at the Consortium session in February totaled $155 million. Pledges totaling $106.5 million were made for the import program and $73 million for debt relief. Consortium members had already pledged $125 million to help finance the huge Keban Dam on the Euphrates.

United States pledges exceeded its 1965 assistance: $70 million was earmarked for Turkey's import program, $60 million for projects. Purchases under these credits are tied to procurement of United States products.

Many American business visitors to Turkey want to know what capital projects will be AID-financed, so they can see whether or not they can sell equipment or make construction bids. Proposed 1966 AID projects in the public sector are: Western lignite equipment, $6 million; second highway equipment loan, $15 million; Ministry of Health-family planning, $3.5 million; Zonguldak coal, $20 to $25 million; Eitbank copper smelter, $15 million; and electric distribution, $5 to $10 million.

Contemplated AID loans to promote private business will cover such projects as an asphalt plant, a galvanizing plant, a sintering plant, a construction equipment pool, refrigeration plants, and tourist facilities.

AMERICAN MADE STEAM SHOVEL huffs and puffs on a Turkish strip mining project. The U.S. Commercial attache in Ankara says there are many opportunities for sales of this kind of equipment.

The World Bank has offered Turkey up to $50 million for approved development projects. The World Bank sent a mission to Turkey in 1965, and the favorable economic picture they found resulted in the loan offer.

Another reason for the improved trade outlook is the fantastic increase in Turkish workers' remittances from abroad. They are expected to increase from the modest $9 million of 1964 to $90 million in 1966—a 900% increase! The remittances, plus increased petroleum production, increased exports and an improved tourist trade have helped Turkey cut its balance of payments deficit to a reasonable $113 million in 1965.

Success stories rare

Recent success stories concerning U.S. sales to Turkey are in short supply. A request for bids by PTT for telephone equipment, plus establishment of a plant to manufacture telephone equipment, could result in a sale of more than $27 million. Only one American company has submitted bids.

If successful, this company will supply the equipment from its European plants. The company which does obtain the contract will undoubtedly meet Turkish telephone equipment needs for many years. Other U.S. firms reportedly did not bid because of "financing problems."

The Government of Turkey is often accused of making its U.S. purchases chiefly with its AID credits, and of using its free foreign exchange for European purchases. However, if American companies are low bidders on these large world-wide tenders, Turkey will "Buy American."

As long as AID continues to make available large sums for Turkish import programs, the United States will of course have a good market in Turkey. The question is, what will happen when the AID program phases out and United States manufacturers face aggressive world-wide competition, with tied-in sales eliminated?

The United States will again participate in the Izmir International Fair from August 20th-September 20th.

One of the best means of increasing United States exports to Turkey is to find entrepreneurs to invest in and to equip new manufacturing plants. Turkey wants new foreign investment; the new Government has frequently outlined the importance of foreign investment to help achieve the aims of the Five Year Development Plan. Opportunities exist in numerous industries, including fertilizer plants, smelters, mining and metals.

All foreign industrial enterprises which

expect to remit profits must be approved by the Foreign Investment Encouragement Committee, under Law 6224, which establishes the following criteria for projects:

a) tend to promote the economic development of Turkey;
b) operate in a field of activity open to Turkish private enterprise;
c) entail no monopoly or a special privilege.

When a manufacturer shows that he can meet the requirements of the Turkish market, he can obtain complete and indefinite protection from foreign competition. Unfortunately, many good and reasonably-priced imports are often barred by this system in order to protect the market for higher-priced local products. New plants turning out first class goods and able to compete eventually within the EEC are badly needed.

Interested investors should call or write the Union of Chambers of Commerce, Industry, and Commodity Exchanges of Turkey, Sehit Tegmen Kalmaz Caddesi No. 30, Ulus, Ankara, Turkey. (Cable: BIRLIK, Ankara, Turkey.)

High tariff levels

The outlook for both increased exports to Turkey and increased investment is darkened by the high level of tariff rates, ranging from 10% to 50%, and covering both needed raw materials and capital goods. Despite recommendations by several consulting organizations that these tariffs be sharply reduced or entirely eliminated, they remain on the books.

A good local representative is one of the best means of selling in Turkey. He can keep abreast of complicated import regulations, and also keep an eye open for good bid opportunities, which frequently must be reported direct to the manufacturer by cable, because of short bid dead-lines. The representative can also be very helpful during the negotiation period on bids submitted, when the Government often asks for "last, best-offer" quotations.

U.S. indifference

Because of traditional trade connections with European firms, together with a long history of indifference on the part of American manufacturers, a substantial number of purchases are made by Turkish Government organizations after contacting only a few listed companies.

A good representative can acquaint Government purchasing authorities with good, competitive American products of which they have been unaware. The Embassy and Consulates General will be glad to locate suitable, experienced representatives for U.S. companies requesting Trade Contract Surveys through the Dept. of Commerce.

Favorable prospects for United States exports to Turkey in 1966 hinge on whether or not U.S. manufacturers seriously intend to try to win a substantial share of the market. Sales of American products can be increased if United States companies bid competitively whenever they learn of opportunities in their field, but another old adage also holds true, "you can lead a horse to water . . ."

TURKEY NEEDS SNOW-FIGHTING equipment to help keep its mountain roads open during the winter.

COSTA RICA

Import pattern shifting

Industrial drive and CACM alter nature of purchases from overseas suppliers

By RUSSELL A. PRICE
Commercial Attache,
U.S. Embassy, San Jose

Costa Rica's gross national product, employment, and per capita income are increasing rapidly despite serious government deficits and a balance of payments gap which has reduced net international reserves to the lowest level of the decade.

Costa Rica's annual imports have spurted from $110 million in 1960-62 to an estimated $170 million in 1965, a 55% increase. Although U.S. exports to this rapidly expanding market have increased, the U.S. market share has dropped from about 50% to 40%.

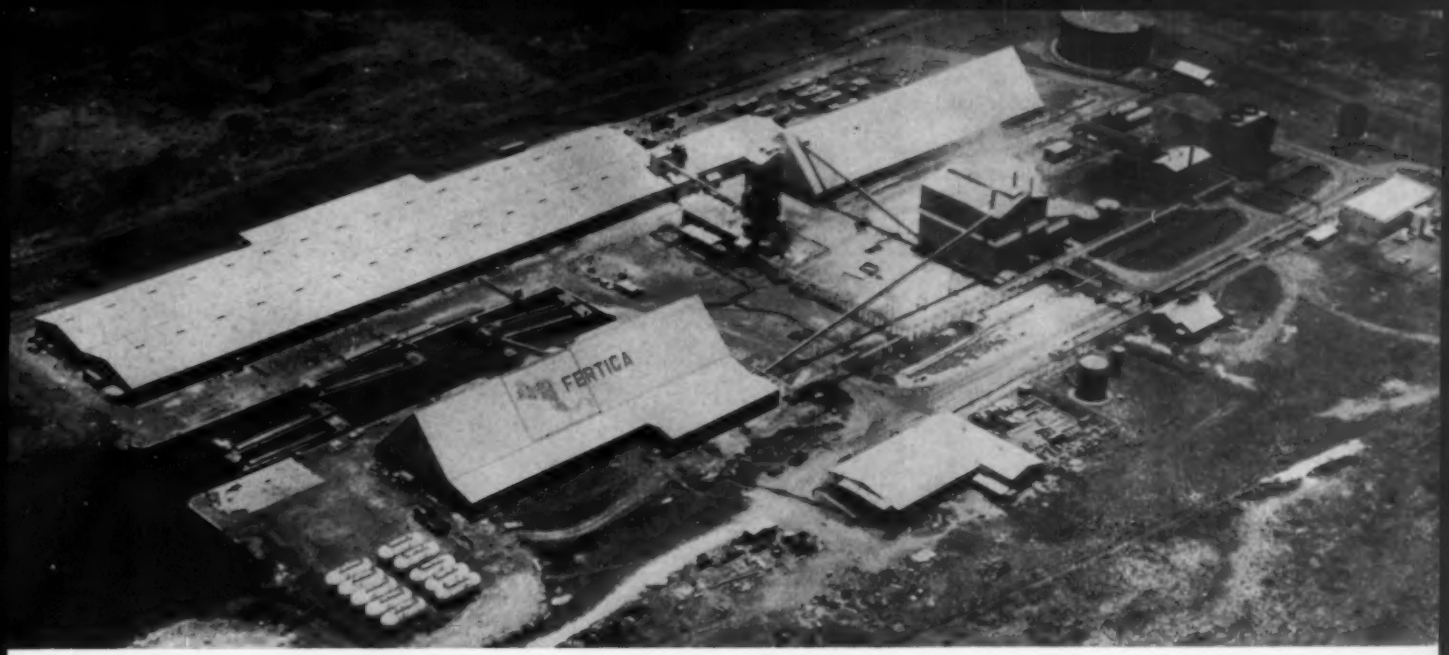
Furthermore, the import market is changing; many items traditionally imported from the U.S. or Europe are now being produced locally or in other countries of the Central American Common Market (CACM). For example, imports of cardboard boxes, steel pipes and fittings, paints, fertilizers, cement and small motors are all declining.

Many consumer goods are also being assembled or produced locally, reducing imports of such items as electric stoves, refrigerators, TV sets, and nylon hosiery.

Imports of some other goods have increased very rapidly. For example, Costa Rica's drug imports averaged $2.8 million between 1960 and 1963, but rose 60% to $4.5 million in 1964. However, U.S. exporters upped their drug shipments only 33%.

Plastics and resins imports increased to $2 million, up 54%; U.S. sales increased only 37%. Imports of fungicides, pesticides, and herbicides were up 39% to $2.5 million; U.S. sales increased only 20%.

Automobiles, trucks, buses, chassis,



NEW INDUSTRIES are reducing Costa Rica's need for finished imports, but require many imported raw materials. Above, a Puntarenas fertilizer plant.

and automotive accessory imports increased almost 50% to $8.5 million in 1964; the U.S. share dropped from 49 to 47%.

In some items the U.S. did better. Tractor imports went from $1.9 million in 1960-63 to $2.4 million in 1964, and the U.S. maintained its 62% share of the market. U.S. suppliers generally did well in such fields as earth moving equipment, up 72% over 1960-63 average; chemicals, up 100%; paper for books, up 75%; wrapping paper, up 82%; hand tools, up 50%; pumps, up 67%; rock crushing machines, up 75%; and non-electrical machinery, up 100%.

European and Japanese suppliers are making greater and greater inroads in Costa Rica and throughout the CACM because they make greater efforts than U.S. producers, who often seem satisfied with sales in the U.S. market alone. For example, a Costa Rican manufacturer recently bought a machine tool from West Germany after waiting for three months without a reply from a U.S. manufacturer.

The U.S. supplier must emphasize production cost savings and availability of spare parts and service. Buyers in Costa Rica, as elsewhere, often buy out of a catalog strictly on the basis of price, and at times do not fully understand what the new machinery can or cannot do. Many U.S. exporters do not know Spanish, and possibly for this reason, often do not bother to answer inquiries. Costa Rican importers emphasize that European and Japanese suppliers correspond promptly in Spanish.

Often the U.S. manufacturer not only is unaware of Export-Import Bank and FCIA facilities, but his banker too is ignorant of these services.

Personal visits are also considered indispensable to successful selling in Costa Rica.

Cooperation

In some cases local production or high tariffs may cause the U.S. exporter to consider a licensing agreement or a joint venture with a local businessman to manufacture his product in Costa Rica for distribution throughout the rest of the CACM.

Exports from Costa Rica to the CACM zoomed from $2 million in 1961 to $19 million in 1965.

In 1965 there was a major increase in investment in small industries, and the damage to agricultural lands caused by the 1963-64 volcanic eruption was repaired. These facilities should come into full production in 1966, giving a new boost to economic activity.

Spurred by the Common Market's potential, in the past six years 407 contracts have been signed under Costa Rica's Industrial Encouragement Law, for a total potential investment of about $76 million, employing some 12,000 workers. Major installations are in the fields of fertilizers, textiles, paints, detergents, and food processing.

Industrial power consumption, meanwhile, has jumped from 40 million kilowatt hours in 1960 to over 100 million in 1965.

As there is usually a time lag of one to two years from the approval of an industrial contract until the plant is actually completed, heavy purchasing of machinery and equipment is indicated for 1966 and 1967, since more contracts were signed in 1965 than ever before.

Furthermore, a number of relatively large industrial projects are likely to begin construction this year or early in 1967. In almost every case most of the capital will be from outside Costa Rica, because of the nation's severe shortage of investment funds. Total capital of about $67 million is to be invested in a flour mill (Mexico) and plants producing pharmaceuticals (U.S.), kraft paper (France), tires (U.S.), pesticides (U.S.), freeze-dry food processing (U.S.), polyethylene (U.S.), bagasse paper (Pre-Castro Cuba), and Coca-Cola concentrates (U.S.).

These projects, as well as a number of smaller plants, will require imported production machinery and construction materials. When in production they will change the pattern of imports from finished products in many instances to raw or semi-finished materials; for example, wheat instead of flour, rubber rather than tires. Because light industry is developing so rapidly in Costa Rica and the CACM, markets are changing and U.S. exporters must keep in closer touch than ever with their representatives and distributors.

Best chances

With the market for imported consumer goods narrowing because of CACM production and the high import duties that protect CACM products, some of the best opportunities for U.S. exporters include industrial machinery and equipment, chemicals, and numerous

raw and semi-finished materials for local processing.

The Costa Rican textile industry is expected to expand sharply, with at least two large textile plants likely to be established before the end of 1966. But the competition for supplying the knitting and weaving machines is stiff.

Agricultural equipment will continue in good demand, especially with about $10 million from the International Bank for Reconstruction and Development (World Bank) expected to be available between 1966-68.

Frozen foods

The food processing industry, spurred by the CACM, will continue to grow and provide U.S. exporters with good trade opportunities. There is much interest in freezing and freeze-drying foods for export. Sophisticated equipment will have to be imported for these plants.

Office machine sales and rentals are booming, and the outlook is bright. For example, IBM's billings have doubled in the past five years, and the pace is speeding up due to increased industrialization, booming commercial activity, and the growing Government of Costa Rica. Competition within the CACM puts pressure on businessmen to improve their efficiency, while shortage of capital makes them logical customers of companies that rent or lease equipment.

Private and public construction was picking up rapidly in the last quarter of 1965, and signs point to a building boom in 1966. Financed in part by the Alliance for Progress, home building is expected to move into high gear. All this activity will benefit the alert U.S. manufacturer of equipment and materials for the construction industry.

Automotive, bus, and truck sales are way up; registrations rocketed from 3,653 in 1961 to 36,132 in 1965. San Jose's streets are clogged and access roads are needed in many parts of the country. Road construction is being speeded with expenditures expected to be over $10 million a year until 1970, providing opportunities to contractors and makers of roadbuilding equipment.

The National Water and Sewer Service will build 80 water systems in rural towns from a recently-approved $1.3 million Inter-American Development Bank loan. The San Jose water supply plan, valued at about $5 million, is expected to be ready for bidding by mid-1966.

There is much interest in developing Costa Rica's forest industry. Growing quantities of machinery and equipment will be needed to build roads in the jungle areas, to equip sawmills, veneer, plywood and paper plants.

COAL MINERS GET INSTRUCTIONS in the technique of gouging out a rich vein. Colombia is receiving help from several international sources in finding and developing her mineral resources.

Stabilization plan, foreign aid point way to Colombian recovery

About one-third of import categories no longer require licenses; Government's anti-inflation moves have sharply limited credit

The implementation of an economic stabilization program and the subsequent announcement of major foreign economic assistance have substantially improved prospects for economic growth in Colombia. The stabilization program affected the fiscal and monetary fields, foreign exchange and trade.

Fiscal measures included the imposition of a 15% surcharge on 1965 income tax liabilities. To tighten expenditures, the Government restricted the operating expenditures of its agencies below actual appropriated levels.

The Government's 1965 budget deficit was substantially lower than anticipated and amounted to about 450 million pesos ($24.6 million). For 1966, additional revenues will be needed to carry out the Government's investment programs without resort to inflationary financing. For this purpose, bills are now before the Congress calling for new taxes, including a tax on foreign travel, a property assessment for improvements resulting from public works, increases in the luxury housing tax, the sales tax, the automobile license tax, and a tax on cattle operations.

Government efforts to check inflation have kept credit tight. Commercial banks were required to hold 36% of their portfolios in "development" loans and to purchase government bonds equal to 5% of their sight and time deposits.

Stock market dip

The tight credit situation was further demonstrated by the growth of the extra-bank credit market. Bank endorsements of private notes in this market expanded 29% to 226 million pesos in the first eight months of 1965. These endorsed notes are negotiated and earn interest of about 2% per month. This had an adverse effect upon the stock market, with the result that the Government prohibited mutual investment funds to hold endorsed notes and limited commercial banks' per-

missable note endorsements to 50% of their paid-in capital and legal reserves.

Colombia's balance of payments position improved considerably in the final quarter of 1965. The bank of the Republic's net foreign position improved by about $68 million during the year. The principal reasons for the improvement were the sharp restriction on imports and substantial economic assistance from abroad.

Colombia received a $21 million loan from the Federal Reserve Bank of New York in October to help liquidate commercial arrears. In December, the United States announced an economic assistance package consisting of a $65 million AID program loan to finance purchases of U.S. goods and related services, a $10 million Title IV PL 480 sales agreement, a $12.5 million U.S. Treasury exchange agreement and $15 million in export credit guarantees from the Export Import Bank.

These assistance programs, coupled with Colombia's self-help endeavors embodied in the economic stabilization program, offered immediate relief from the balance of payments difficulties, and offered improved prospects for economic development.

The World Bank, as sponsor of the Consultative Group on Colombia, has been studying project loans which could be financed by Group members consisting of the United States, several other leading industrial countries, and international lending agencies.

AID's programs were also continuing in supervised agricultural credit, livestock, rubber and citrus fruit development, agricultural education, minerals surveys, and housing.

The United Nations and several foreign governments were also active in development activities. The economic Commission for Latin America (ECLA) began a study of the metal industry, while the United Nations sent a team to make a study of fishing resources. The West German Government is expected to send a logging team to Colombia to give technical assistance, and will also participate in a mineral exploration program.

By the end of 1965, Colombia had freed about one-third of all imports from quantitative import license requirements. Import registrations were at high levels during the last quarter, but overall imports were 7% below the level for 1964.

The value of registered exports was 4% below 1964, largely due to a reduction in Colombia's export quota under the International Coffee Agreement. A good part of the decline was offset by increased exports of goods other than coffee and petroleum, which rose by 31%. Diversification in exports was particularly noted in such items as cement, tires, man-made fibers, textiles, chemicals, and pharmaceutical products.

The head of the National Association of Industrialists (ANDI) listed five factors creating optimism about the current economic outlook: better management of government finances; apparent increases in agricultural and industrial production; resurgence of confidence; re-establishment of a normal import level; and, official and private foreign aid in the form of balance of payments assistance and credits.

On the other hand, some investors complained that the Government's import liberalization program is not providing sufficient protection to local industry. The Government has recently freed some products from import licensing that are locally manufactured and it has granted some licenses for goods made in the country. A measure of greater protection is probable, however, through higher import duties. Some of these have already been imposed.

Some manufacturers have been concerned about price controls. This has been particularly evident among manufacturers of food products, whose costs have risen sharply in the last four months because partial devaluation of the official peso has increased the costs of imported machinery components.

The tax and exchange problems between the petroleum companies and the Government were largely solved in October. Under recent decrees, the same exchange rate will be used in calculating exploration and other costs of the companies as is used for computing income taxes. The oil companies recently projected capital inflows of perhaps $100 million into Colombia within the next two or three years. However, concrete action under the recent decrees, such as final adjustment of past years' tax returns, has not occurred to date.

Expansion plans

ELECTROAGUAS and other publicly-owned power entities announced plans to double Colombia's present three million kilowatt capacity by 1970. In addition to a $17.4 million Eximbank loan to ELECTROAGUAS in 1964, last October the Agency for International Development (AID) lent $30 million in counterpart pesos to the Cauca Valley Authority (CVC) to assist in the completion of a vital dam project. The Inter-American Development Bank has approved a $100,000 loan to Central Hidroelectrica de Caldas S.A. (CHEC) for a hydroelectric project to supply Caldas Department. A larger program to link the main power centers of Bogota, Cali and Medellin with a power grid is being studied by the World Bank. Construction is already underway on the grid, and some lines have been installed.

COFFEE SACKS SWING ABOARD a merchant vessel at the Port of Cartagena. Colombia relies heavily on coffee exports to earn the foreign exchange to pay for needed imports. Coffee exports fell last year due to a reduced quota allotment.

Labor called strikes against both private and public firms during the quarter. Private settlements were reached in a number of cases with labor gaining wage increases of 16-25%, exclusive of fringe benefits. Armed forces personnel obtained an average increase of 19% in incomes while other government workers received fairly similar increases. The focal point of labor's drive for higher wages was that consumer index prices increased by 14.3% between December 1964 and December 1965.

Preliminary estimates indicated that agricultural growth was at a rate of only about 2% in 1965. One important factor for the small increase was the decline of 200,000 bags in coffee production during the 1964/65 coffee year. There was also a reduction in registered coffee exports under the International Coffee Agreement. To alleviate cost pressures on coffee growers, the authorities raised the support price for coffee and took other steps to increase returns to producers.

Wheat production for 1965 was estimated at 110,000 tons, up 30% from 1964 but 30% below the 1960-62 average.

Honduras springs back

Economy regained momentum and surged to unprecedented growth in late 1965

The Honduran economy completely regained its momentum in the fourth quarter of 1965, achieving new levels of activity and an unprecedented growth rate.

Unofficial estimates place the gross national product increase for 1965 at approximately 10%, exceeding the 6.5% growth of 1964 by a wide margin. With an estimated population growth rate of 3.1% and a general cost of living increase of about 3%, real per capita income rose by approximately 4%.

Favorable crop and market conditions for its agricultural exports could bring new records in 1966.

The vigor of the economy, particularly the private community, is substantiated by all available financial indicators. Commercial bank deposits and loans increased more than 20%, and while doubtless insufficient to the demand, domestic credit facilities augmented by foreign investment, loans, and lines of credit provided a major impetus to expansion.

Trade and private capital developments produced a favorable balance of payments for the third consecutive year and provided the largest increase in international reserves in any recent year, approximately $5.5 million. Despite this favorable trend the Government negotiated a $10 million standby agreement with the International Monetary Fund for the year beginning January 1.

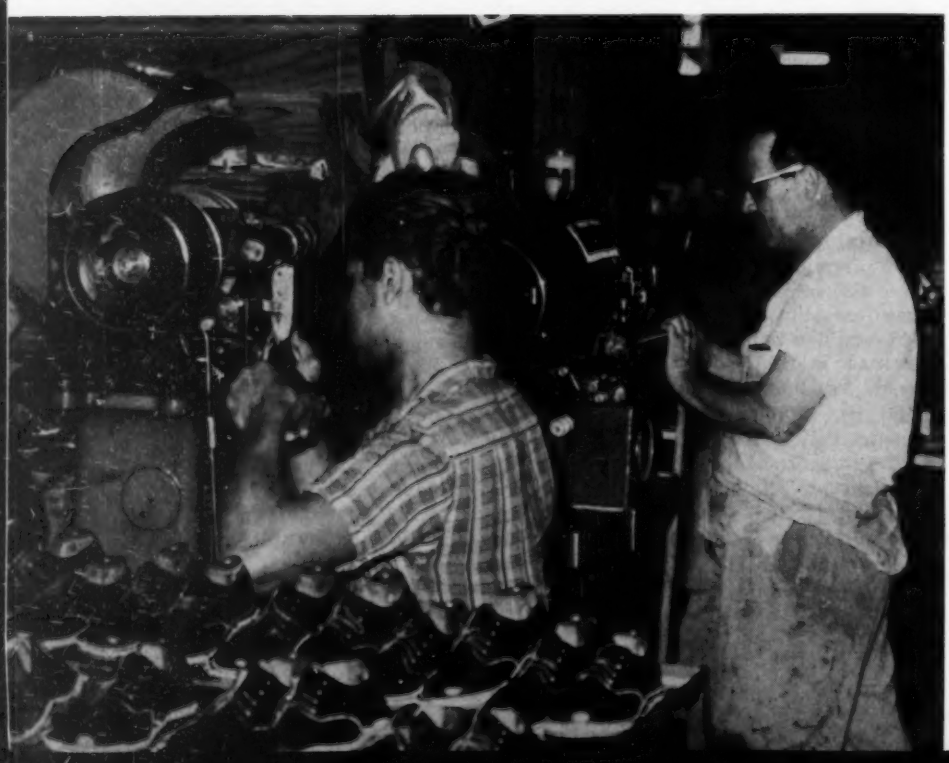
Government finances were marked by both positive and negative developments. Ordinary revenues exceeded estimates by approximately $3 million. On the other hand, expenditures were from $7.5 to $9 million short of budgeted levels, reflecting the Government's failure to implement a major part of its public investment program. The 1966 budget is $72.15 million, an increase of 13% over 1965, and improved public investment is expected to result.

Retail business was exceptionally good during the Christmas Season, with a total sales exceeding 1964 figures. This lively retail activity reflected the increased industrial activity, particularly on the North Coast where shirt manufacturers, sugar mills, the brewery, cement plant, and cigarette manufacturer had a busy and successful year. Dealers in imported textiles, many of whom had overbought, failed to obtain expected sales, due to the increasingly competitive position of locally manufactured textiles.

Honduras also had a favorable foreign trade balance for the first time since 1962. The Central Bank estimates that total exports increased by 30% over 1964 to $123.8 million, f.o.b. Banana exports increased 50% to $52.2 million. Other leaders were coffee, $21.6 million; lumber, $9.5 million; cotton, $6.3 million; and corn, $3.3 million.

The Bank's estimate of imports during 1965 was $121.75 million, c.i.f., up 19.5% over 1964.

CEMENT FACTORY at left provides the sinews for Honduras' busy construction industry, while shoe factory (below) uses U.S. machines to turn out footwear for a growing generation of young consumers.



CACM trade jumps

Trade with other Central American Common Market (CACM) countries rose sharply. Exports to those countries jumped 37% to $22.5 million, f.o.b., while imports were up 43% to $25.75 million, c.i.f. The CACM countries now account for nearly 20% of Honduras' total foreign trade.

Preliminary estimates show that the industrial sector expanded at least 10% during 1965. Much of this expansion was sparked by the private development bank, Financiera Hondurena, located in San

Pedro Sula. By the end of 1965, the Financiera had been operating for 16 months and had already committed $6.5 million of the funds available from an Agency for International Development (AID) loan, lines of credit, and its own capital.

The center of industrial expansion continues to be San Pedro Sula. In this area, the firm of Metal Plastic, S. de R. L., began production of fiberglass sinks and desk chairs, and turned out a number of stoves. ICAPS, Industria Centroamerica de Productos Sinteticos, began production of men's, women's, and children's shoes, boots, and tennis shoes. Almidones de Centroamerica, in which A. E. Staley Manufacturing Company of Illinois has half interest, began construction of its corn starch adhesives plant, whose by-products will consist of glutina and oil.

The United Fruit Company moved ahead with plans to build a banana puree and corn chip plant in La Lima, near San Pedro Sula. The $1.3 million installation is expected to be in operation by mid-1966 producing 10 million pounds of puree a year for export.

Name change

A subsidiary of Polymer International changed its name from Industrias Plasticas Nacionales to Polymer Industrial, S.A., and borrowed $75,000 from the Financiera for a new factory to produce molded plastic articles. Another firm, Materiales Industriales en Centro-America, borrowed a like amount for machinery to manufacture plastisol, a type of vinyl plastic for upholstery.

The southern agricultural and commercial center of Choluteca is slowly attracting new industry. A cotton seed processing plant known as Industrial Aceitera de Honduras is being built by two Standard Fruit Company subsidiaries and the Southern Cotton Cooperative. A small insecticide mixing plant is being established to service the cotton growers in that region, and Honduras' largest sugar producer, Azucarera Hondurena, announced plans to set up a mill by 1967.

The corporation owning the Hotel Prado in Tegucigalpa and the Hotel Bolivar in San Pedro Sula joined with local businessmen to form Hoteles de Honduras, which will construct a 100-room deluxe hotel in Tegucigalpa. Land has been obtained and an architect is being contracted. A $1.2 million investment is planned by the Tegucigalpa firm, CONPACSA, in the manufacture of varied paper products. The company has already acquired and expanded a firm which manufactures paper bags, and expects to enter in full production sometime during 1966.

Adverse weather in various parts of the country during the fourth quarter marred an otherwise good year for agriculture. Heavy rains affected all agricultural activities in northern and western Honduras. Muddy roads slowed general movement of products to the markets, and dairymen were hampered in their efforts to get milk to the pasteurizing plants.

Some of the commercial banana farms were afflicted by fruit spotting due to the excessive moisture. The sugar grinding season was delayed, coffee could not be dried and moved to exporters, tobacco beds were washed away, the second corn crop in some areas was damaged, and cattle could not be moved to the slaughter houses. In the south and southeast, a prolonged drought destroyed corn and bean plantings and reduced coffee yields.

The agricultural outlook for 1966 is mixed. Banana exports are expected to increase sharply, the cotton crop will increase only a small percentage, coffee exports will probably remain at 1965 levels, prospects for a good corn crop are doubtful, and the supply of beans will be less due to a poor 1965 crop.

The Government signed a $5.2 million AID loan agreement for the construction of farm to market roads in various parts of Honduras during the quarter. A major irrigation project in the fertile Comayaga valley north of Tegucigalpa was also initiated. The canal network will be supplied by the recently completed Coyolar Dam.

Dahomey market study

A comprehensive market report in French on the Republic of Dahomey has been published recently in a special edition of *Marches Tropicaux et Mediterraneens*, an authoritative weekly magazine issued in Paris dealing with African economic and commercial affairs.

The 102-page publication—one of several similar studies prepared by special correspondents—provides basic economic and commercial information useful for both American traders and potential investors interested in Dahomey. The survey is divided into two sections, dealing with basic economic statistics and the market for agricultural and industrial commodities, respectively. Also included are details of essential laws and regulations such as the custom law and the Dahomey Investment Code.

Loan copies of the publication are available to interested businessmen through the New York, Chicago, Los Angeles, Boston and Cleveland Field Offices of the Department of Commerce or the Africa Division of the Bureau of International Commerce, Washington, D.C. 20230. Copies may also be obtained directly from the publishers of *Marches Tropicaux et Mediterraneens*, 190 Boulevard Haussmann, Paris 8e, France, for 25 francs each (about $5).

Dutch expect to export half of natural gas output

The Netherlands Minister of Economic Affairs has predicted that by 1985 half of the annual Dutch natural gas production will be exported.

Present contracts with Distrigaz (Belgium) and the West German firms Thyssengas and Ruhrgas call for yearly deliveries of 12 billion cubic meters by 1975.

Other agreements being negotiated would provide for sales of an additional 10 to 11 billion cubic meters annually.

Negotiations with still other West German prospects may start soon, involving annual sales totaling 4 billion cubic meters. Moreover, the British Gas Council may soon announce whether it will enter into negotiations with Dutch gas suppliers for a rumored 5 billion cubic meters annually.

The Netherlands Gas Union has announced its pipeline construction program for 1966. The longest project will stretch 144 miles from the outskirts of Groningen, across the Ijsselmeer, to a suburb of The Hague. The 18-mile section crossing the lake will be laid by the subsidiary of an American firm in association with two Dutch companies.

To handle exports, construction is planned for two short stretches leading from the Groningen fields to the German and Belgian frontiers.

NIU announces business-study program in Canada

A field trip to Canada, to study the northern nation's economy and resources, has been organized for students of Northern Illinois University next summer.

A number of Chicago business firms, particularly those with Canadian operations, are assisting with preparations.

The study program is scheduled for August 7 to 26 and will be led by Dr. Paul O. Groke, associate professor of marketing, and Dr. Robert L. Thistlethwaite, dean of the Business College.

Study prepared for U.S. investors on potential hotel sites in Tunisia

Three Mediterranean hotel sites in Tunisia should interest U.S. investors, according to a study prepared by an Agency for International Development (AID) official in Tunis. The study—"Three Important Mediterranean Hotel Sites in Tunisia"—covers location, surroundings, transportation facilities, availability of utilities, climate and existing hotel accommodations near the three recommended sites. Addresses are given where further information on the sites or the Tunisian tourist industry can be obtained.

The study is one of 18 reports made available recently to businessmen at reproduction cost through AID's Catalog of Investment Information and Opportunities. Titles and prices of all 18 studies are listed in the second supplement to AID's 1966 edition of its free index to the Catalog. Indicative of the wide range and diversity of opportunities and information listed in the Supplement are studies of the sawmill industry in Southern Peru, bagasse based paper making in Nicaragua and the lumber industry in French Guiana.

All abstracts available

An abstract of the Tunisian study, along with the other 17 listed in the Supplement, have been printed on "keysort" cards and added to the over 1500 abstracts of other studies which comprise the entire Catalog. Each study (reproduced from a master microfilm), its microfiche copy and its abstract are available at reproduction cost to interested U.S. firms and individuals. A complete up-to-date Catalog is maintained at each of the Commerce Department's 42 regional Field Offices and can be consulted at no charge.

According to the Tunisian hotel study, the first of the three sites is about ten miles from Tunis and has an area of 15,000 square meters on a spacious beach of fine sand. It is on a paved highway and running water, electricity and telephone service are available. There are only two small hotels with a total of 37 rooms in the area. The second site is located on the island of Djerba. It has many possible locations for a hotel and is connected to the mainland by a causeway. A new 1000-room hotel is reported in the planning stage to supplement the 182 rooms available in two first class and two second class hotels.

The third site is also on the Mediterranean about 12 miles northwest of Tunis and 11 miles from the ruins of Carthage. The present structure is situated on a bluff overlooking the sea and has an area of about 120,000 square meters. The Tunisian Government, according to the report, encourages foreign investment through various tax incentives and permits unrestricted repatriation of capital and profits. By 1967 an annual inflow of 200,000 tourists is projected, with a consequent increasing demand for hotels, restaurants and other tourist facilities.

Ordering procedures

Hard copies of the Tunisian report are cost priced at $1, microfiche at 50 cents and abstracts at 35 cents. Orders should specify the type needed and carry the identification title and number "Three Important Mediterranean Hotel Sites in Tunisia," SIC 7011, Code 3/31/02358.

These orders can be placed in the nearest Commerce Department Field Office or mailed directly to: Department of Commerce Clearinghouse for Federal Scientific and Technical Information, 410.14 Springfield, Va. 22151. Checks should be made payable to "National Bureau of Standards—CFSTI."

The Index to the Catalog of Investment Information and Opportunities is of particular interest to businessmen contemplating investment, licensing or trade with less developed countries.

Available upon request at no charge, this new 100-page booklet and its two supplements list the titles of the approximately 1500 studies represented by abstracts in the Catalog, both by country and by individual classification.

To obtain a copy of the free Index and its supplements, contact the nearest Commerce Department Field Office or **write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

LUBRICATING OILS

A manufacturer of lubricants and metal cutting oils seeks an arrangement with a U.S. firm to produce these items under license for sale to industrial and transportation companies and agricultural plants. The Duesseldorf firm currently imports crude oil for its own use and exports its products to wholesalers.

Write: Gebr. Siebert GmbH. & Co. KG., 173 Karl-Geusen-Strasse, 4 Duesseldorf, Germany. WTD.

ELECTRIC MOTORS

A manufacturer of electric motors and ventilators seeks a joint venture to make new products.

Write: S.A. Ateliers de Fabrications Electriques et Mecaniques "A.F.E.M.", 1040 Chaussee de Gand, Berchem Ste Agathe-Brussels, Belgium. WTD.

Turkish firm wants U.S. partner for paperboard venture

Proposed expansion requires machinery, technical know-how

To expand current production and manufacture a wider range of products, an Izmir manufacturer of low grade cardboard proposes a joint venture with an experienced U.S. paperboard manufacturer, producer of paperboard-making equipment or a private investor.

The U.S. partner is asked to provide machinery and equipment for the proposed expansion, and technical know-how, possibly a feasibility study, machinery installation and opening of the facility. Cost of the required equipment and allied services is estimated at between $1 million and $2.5 million, depending upon conclusions of a feasibility study on optimum effective size.

The Turkish firm was founded in 1958 and reportedly produces 2200 tons of low grade cardboard a year with gross annual sales approximating $400,000. Management is reported to be skilled and imaginative. The present plant occupies 4000 square meters of a 35,000 square meter site, with storage and drying facilities, wells and workshop. Seventy plant workers are employed in three shifts. The physical plant is reported to be operated efficiently. Raw material is scrap paper, much of it imported, and the finished product is sold in the Izmir and Istanbul areas at about $200 a ton.

Primary goals

Current planning by the firm calls for an expansion from the present 2200 tons a year to a minimum of 6000 tons and a maximum of possibly 35,000 tons, with a wider range of higher quality products than is presently produced. High grade folding carton material is a primary production goal of the projected expansion. For its main raw material, the firm plans on using waste cotton stalks, reportedly plentiful in this area.

A recent Agency for International Development technical study concluded that adequate supplies of cotton plant stalks are available at sufficiently low cost to support at least one mill. Some scrap paper and chemicals would be required to insure quality of the finished product and further laboratory research in this area is required.

Little doubt appears to exist regarding a market for increased production. The firm operates the only privately-owned mill producing cardboard in Turkey. Under-production of paper products is reported, resulting in an annual importation of around 44,000 tons. Because of protective tariffs, imports can only supplement, not compete with, domestic production.

Write: Karteks Ticaret ve Sanayi A.S., Izmir, Turkey. WTD.

ELECTRONIC COMPONENTS

A manufacturer of professional electromechanical and electronic devices seeks a license to make electronic measuring and medical equipment and small electric household appliances.

Reportedly organized in 1947, the French firm does an annual volume of approximately $1,300,000 and employs 258. According to local sources the company is well managed, established in the electronic devices field, and financially sound.

Write: Morari & Cie, 43-45 rue du Moulin d'Enfer, 94-Maisons-Alfort, France. WTD.

PLASTIC SHEETING

A license to produce self-adhesive sheeting is sought by a Wellington importing firm. The company plans to collaborate with a local experienced plastic extruder when it begins production.

Prior to entering into any licensing arrangement, the firm suggests that it first represent the U.S. licensor as a manufacturers' agent to learn which patterns and sizes receive the greatest acceptance in New Zealand. Reportedly, the company would prefer to collaborate with a U.S. producer in the venture.

Write: T. Plummer, Ltd., 2 Kings Chambers, Wellington, C.1., New Zealand. WTD.

FILTERS

A manufacturer of industrial filters seeks a license to make additional products utilizing its present equipment.

Write: MAXEI, 25, Blvd. de Courbevoie, Neuilly-sur-Seine, France. WTD.

British producers seek U.S. licensees

Two English manufacturers offer licenses for the U.S. production of an emergency lighting system made up of individual units and a line of industrial lighting fixtures, fittings, and switchgear.

For additional information on these products and the names and addresses of the manufacturers **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned the opportunities described below.

The emergency lighting system is made up of individual units each with its own storage battery, charging, and control equipment. The firm claims the units will remain operative for at least three hours during an emergency. Although there are other unit systems available in Great Britain, the firm reports its products are the only ones acceptable to the British Home Office or to local authorities. The charging and charge-balancing circuit has been designed to maintain the battery in a maximum charged condition. **File 1379.**

Another English firm seeks U.S. licensees to produce its industrial lighting fixtures, fittings, and switchgear. One of the firm's tungsten bulkhead fixtures in die-cast aluminum and finished in silver hammered enamel has been, according to the firm, selected by the English Council of Industrial Design for its Design Index. Additional products include tungsten and fluorescent fixtures and fittings, some of which are flameproof and weatherproof. Also available for production in the U.S. are various types of flameproof and weatherproof joint and link boxes and switchgear including switches for remote control of motors and other fixed apparatus, some of which contain a locking device. **File 1380.**

AIRCRAFT PARTS

An Australian manufacturer and importer of aircraft parts and general engineering products seeks license to make additional aircraft parts and small specialized articles in the engineering field.

Write: Aero-Spares, 111 Burgundy St., Heidelberg, Victoria, Australia. WTD.

Malawi ice cream producer wants milk processing venture

Central plant for packaging and processing is contemplated

A Malawi soft ice cream producer who reportedly has built up a profitable business grossing $28,000 a year, proposes a joint venture to establish a central milk processing, packaging and distributing plant.

The U.S. investor is asked for financial participation of $56,000 in return for equity. Purpose of the proposed venture is to enable the producer to obtain soft ice cream mix locally, to expand sales of dairy products and put the present milk processing, packaging and distributing business on an efficient and profitable basis.

According to the firm, there are currently six dairies in the area. One produces pasteurized milk and all account for a total production of 700 gallons a day. Each dairy handles its own processing, packing and deliveries, with consequent capital outlay and duplication of delivery routes. Milk is sold in glass bottles imported at considerable expense and crates as well as bottle washing and sterilizing equipment are required.

Concentrating on production

The soft ice cream producer proposes to centralize the processing, packaging, and distribution and permit the dairies to concentrate entirely on production. The area is reportedly favorable for expanded milk production and the market is claimed currently receptive to around a 300 gallon a day increase as well as opportunities for sales of allied dairy products.

Detailed planning by the promoter calls for a central pasturization plant, replacement of glass bottles by one pint plastic bags, a single zoned delivery system and a simple method of collection which eliminates collection shortages. A suitable building for the pasturization plant is reportedly available. A French "Thimotherm" packaging machine capable of filling one pint diathene plastic milk bags at the rate of around 250 gallons an hour is being given favorable consideration.

While financing for the proposed project is claimed to be available from a development agency of the Malawi Government, the firm prefers to handle matters through private sources.

Write: R. H. A. Farquharson, P.O. Box 659, Blantyre, Malawi. WTD.

French paint manufacturer asks license from U.S. firm

A French paint brush and paint roller manufacturer seeks a license to make the latest U.S. types of these products in France.

The company operates two plants in France and has an annual sales volume of $16 million. It employs 233 people and has 33 traveling salesmen. The firm exports its products to several countries including Belgium, Germany and Italy and according to local sources enjoys a good reputation.

Write: Establissements Joseph Pechon S.A., 5 a 11 rue de la Haute Salle, 95-L'Isle Adam, France. WTD.

Egyptian floor tile firm wants partner

An Egyptian manufacturer and exporter of cement floor tiles proposes some form of collaborative agreement with a U.S. producer experienced in the industry to set up a cement floor tile plant in the Port Said Free Zone.

Write: Mohamed Mohammed Assal, Shohada El Canal No. 100, Port Said, United Arab Republic. WTD.

Pakistani seeks license for toilet preparations

A Pakistani manufacturer of soaps, detergents and cleaning preparations seeks a license to make cosmetics and toilet and hair preparations.

Write: Ethical Laboratories (Pakistan) Ltd., 26 The Mall, Lahore, Pakistan. WTD.

Raisin, soybean oil, lead quotas opened by Italy

Italy has opened 1966 quotas for raisins, for direct consumption, in packages of more than 500 grams, but not more than 15 kilograms ($200,000) and soybean oil ($830,000). Both quotas are open to the U.S. and various other countries. Quotas have been opened for tetraethyl lead and anti-knock compounds based on tetraethyl lead (240 metric tons) to the U.S. and the United Kingdom only.

Malagasy proposes cement plant joint venture

The Government of Malagasy proposes a joint venture arrangement with a qualified U.S. cement manufacturer to establish a cement plant in the Antsirabe region.

The proposed organization will be a private company combining Malagasy and foreign assets. Participation of a U.S. partner in the enterprise is to be between 30 and 70% of registered capital. No proposals will be accepted from firms other than experienced cement manufacturers. This excludes engineering firms and consultants, suppliers of specialized machinery and factory construction firms.

Letters expressing interest in participating in the venture had an original deadline for receipt in Madagascar of March 14, but this has been extended to as close as March 31 as possible. These letters should be in three copies and contain specified data. Copies of the "letter of interest" specifications—in the French language—can be obtained by **writing:** Bureau of International Commerce, Office of International Investment, 8620, Department of Commerce, Washington, D.C. 20230.

Letters of interest should be sent as soon as possible to: Bureau de Developpement Industriel, 41, Rue Choiseul, B.P. 3180, Tananarive, Madagascar.

BUILDING CONTRACTORS

An Australian construction firm, currently building private dwellings, seeks a license to manufacture pre-fabricated housing. The company is interested in any type of pre-fabricated material, especially fiber glass.

According to the firm, pre-fabrication costs and prospects are good for this type of housing both in the private sector and the Government. Reportedly, prefabricated housing is not presently produced in Australia under U.S. license.

The company states that, if it receives promising responses from U.S. firms, it will send an official to the U.S. for discussions.

Write: O'Loughlin Homes, Pty., Ltd., 157 Newcastle St., Fyshwick, Canberra, A.C.T., Australia. WTD.

FABRICATED METAL COMPONENT

An Irish manufacturer of bottle caps seeks a license to make fabricated metal components.

Write: Charles Nolan Sons, Ltd., Devonshire St., W., Cork, Ireland. WTD.

Mexico announces easing of controls on certain imports

Parts, accessories vital to industry now issued licenses within 72 hours

The Mexican Government has announced the easing of import controls on certain types of goods.

Importers of urgently needed parts and accessories for industry are now being granted license within 72 hours, when the quantities to be imported will not adversely affect domestic producers of similar items. In the past, delays in obtaining permission to import vitally needed parts, even when they were not produced locally, often caused costly production interruptions.

To expedite imports of merchandise not manufactured in Mexico but subject to import controls, an open-end licensing system, is now in operation. Under this system, importers present listings of merchandise, by value, needed for a six month period. These requests are reviewed by Import Consultative Committees to determine that none are locally produced. Importers operating under this new system periodically inform the Secretariat of Industry and Commerce of the amount and nature of their imports, based on their customs withdrawals. Merchandise will be able to enter Mexico without the importer having to obtain separate license for each transaction and will permit speedier entry of goods urgently needed by Mexican industries.

Appeal procedure

A procedure has been established to enable importers to make an appeal to the Secretariat of Industry and Commerce when they believe that their requests for licenses have been unjustifiably denied.

A special office in Mexico City will expedite the handling of import license applications received from importers located elsewhere in the country.

The Ministry of Industry and Commerce recently published a list of the chemical products which no longer require prior import licenses. This list consists mainly of prime materials used in the production of pharmaceuticals, and includes various compounds and formulas of acids, sulphates, chlorohydrates, bromides, acetates, maleates and phosphates. The names of the chemicals in question, in Spanish, are available on a loan basis from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Italy sets automatic import license on sewing machines

Italy, by Ministerial Decree, has established the "automatic" import license requirement on sewing machines under Italian tariff item 84.41-A-I, i.e., household sewing machines, industrial sewing machines, and parts.

Under the "automatic" system, import licenses are issued to any applicant eligible for import license privileges, without any quantitative restrictions, simply upon application to the Ministry of Foreign Trade.

This requirement is imposed on imports from the countries listed in "Table A" (the U.S., European Economic Community countries, and all other countries outside the Sino-Soviet bloc, except Japan) and became effective March 5.

Prior to that date, sewing machines from "Table A" countries were admitted without license and without quantitative limitations. Imports of sewing machines from Japan have been and continue to be subject to the "ordinary" licensing requirement.

Ecuador raises deposits

Ecuador's Monetary Board has increased the prior deposits calculated on the c.i.f. value of imports from 15 to 50% for List I items, from 30 to 70% for List II (semi-essential) items, and from 80 to 140% for List II (non-essential) items.

Spain lowers duties

Spain has reduced import duties on selected chemicals previously assessed the "all other" rate of 16.5% under tariff heading 38.19. These include: alchilbenzene and alchilphenols in mixtures which have been reduced to 5.5% and 1% respectively.

Brazil power project open to international bidders

The World Bank has approved a loan equivalent to $49 million for electric power development in the Brazilian State of Minas Gerais. The loan will assist in financing the Jaguara hydroelectric power plant with an initial capacity of 400,000 kilowatts, together with transmission facilities.

The total estimated cost of the project is equivalent to $90 million. The proceeds of the Bank loan will be used mainly to finance the purchase of equipment and part of the cost of civil works. Awards will be made by Centrais Eletricas de Minas Gerais, S.A. after international competitive bidding in which qualified Brazilian suppliers and contractors will participate.

The Jaguara project will be situated on the Rio Grande 230 miles west of Belo Horizonte, and will be the fourth in the cascade development of the Rio Grande. The project consists of the construction of a rockfill dam, a concrete intake structure and powerhouse, a concrete spillway structure, and transmission facilities. The powerhouse will be designed to contain six 100,000-kilowatt units, of which four will be installed initially.

The high-voltage transmission lines will extend 225 miles to Belo Horizonte and 16 miles to connect with the FURNAS system at its Estreito plant.

Spain reforms taxation of foreign corporations

Foreign firms having permanent establishments in Spain will now be taxed on the same basis as Spanish resident firms.

Until the passage of the 1964 Tax Reform Bill, non-Spanish firms with permanent business operations in Spain were taxed on the percentage of their worldwide business represented by their Spanish operations—whether or not the firm's Spanish operation had shown a profit.

The 1964 Tax Reform Bill, while abolishing this method of taxation, did not establish the method by which the reform would be carried out. The new decree, which became effective Jan. 1 sets regulations implementing this reform.

For a loan copy of an informal translation of the decree, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Italy announces NATO helicopter base project

The Italian Ministry of Foreign Affairs has announced NATO project 227 for construction of a helicopter base including the standard NATO facilities.

The project, estimated to cost 1.5 billion lire (1000 lire = $1.60) is divided into four parts, and firms interested in participating must submit a statement by April 10 to the Ministero Difesa Aeronautica, Direzione Generale Demanio, Ufficio Studi, 1/a Sezione, Rome, Italy in order to be placed on the bidding list.

Only those firms certified by the Department of Commerce to participate in NATO International Competitive Bidding (ICB) are eligible for this project.

The project is broken down as follows:

Bid No. 1 includes construction of concrete pavement for take-off area, apron and taxitracks (45,000 sq. meters); masonry building including internal plants, roads and ancillary utilities. Cost of this phase is an estimated 856 million lire.

Bid No. 2 includes construction of steel hangars and buildings including internal plants. Expected cost is 436 million lire.

Bid No. 3 includes construction of Petrol/-Oil/Lubricants facilities and water distribution system at a cost of 120 million lire.

Bid No. 4 includes electrical distribution system to include a transformer substation costing 88 million lire.

U.S. firms must give the following information, in Italian, to the Ministero Difesa Aeronautica in order to pre-qualify: name of firm; address; summary description of type or organization (private firm, corporation, etc.); 4) Indication of financial capacity (value of individual largest projects recently executed); 5) Short description of technical qualifications (nature of projects which applicant is specialized or equipped to execute). The form must be dated and signed in order to be valid.

In addition, in order to participate, firms must be certified for NATO-ICB. For information the NATO-ICB system a new brochure titled: "Doing Business With NATO—How U.S. Firms Can Participate" is available gratis from the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. (Telephone: WO 7-4674). The brochure gives all necessary details on becoming certified for NATO as well as basic information about NATO and Armed Forces procurement in Europe.

Korean Government seeks radio, laboratory supplies

The Office of Supply, Government of the Republic of Korea, Seoul, has issued Invitation for Bids No. KFX-6019-S calling for supply of various quantities of radio equipment, laboratory instruments, tubes and semiconductors, and spare parts and expendable supplies.

Among the items wanted are two SSB, HF, four channel, base station; one VHF mobile, High band, unit; one direction finder, field portable, for location of HF transmitting stations; various instruments such as one polyscope, electronic counter, five transistor checker, frequency standard, VHF signal generator, power meter, standard resistors and standard inductors; standard air capacitors, noise meter, distortion analyser, tube tester, and linear detectors; over one-hundred types of tubes, 75 semi-conductors; and spare parts and expendable supplies. The bid deadline is April 11, at the Office of Supply, Seoul.

Loan copies of the bid documents are available to companies in the U.S. from the Electronics Division, BDSA-6420, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Ecuador to need X-ray equipment

Ecuador is expected to invite international bids in the near future for the supplying and financing of X-ray equipment to be installed in social security hospitals in Quito, Guayaquil, Cuenca, and Riobamba.

U.S. firms may obtain a copy of the specifications from the Institute Nacional de Prevision Social, Quito, Ecuador. The bids, when issued, are expected to remain open for only about 15 days.

A copy of the tender documents, in Spanish, may be obtained on a loan basis by firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Iraq issues tender for diversified items

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, has issued tender No. EME/4-66 with a bid deadline April 26 for diversified items.

These include 2,100 gallons of paint: 5,000 gallons brake fluid; 750 gallons shock absorber oil; 25,000 kg sulfuric acid; 500 kg. hydrochloric acid; 30 tons anthracite coal; 300 kg. ammonium chloride; 12 tons electrodes; 2,100 kg. welding rods; 1,450 tarpaulin covers; 1,100 meters tarpaulin material; 1,000 meters artificial leather plastic seat cover material; 2,910 gross screws, bolts and nuts; 3,000 kg. solder; 2,750 kg. phosphor bronze rods; 1,750 kg. mild steel rods; 1,250 kg. high tensile carbon tool steel bars; 500 galvanized sheets; 2,000 fire bricks; 40 tons angle iron; 800 mild steel sheets; 200 kg. sodium hydroxide; 300 meters clear plastic material; 500 kg. sewing thread for tarpaulin No. 3; 2,000 meters cotton rope.

Copies of the tender and conditions are available from the Military Attache, Iraqi Embassy, Washington, D.C.

Copies of the tender and conditions are available on a short-term loan basis to firms located in the U.S. from the Chemicals and Allied Products Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3529).

Quarterly summary on future construction available to U.S. firms

A Quarterly Summary of Future Construction Projects, contract award stories and significant foreign government engineering or construction tenders published in International Commerce and Commerce Business Daily during October, November, and December, 1965 is available to U.S. firms from the Department of Commerce, BDSA-6192, Washington, D.C. 20230. A pre-addressed *mailing label* should be included to facilitate processing and mailing.

The Summary, which may also be reviewed at any of the 42 Field Offices, alphabetically lists project summaries by country in five distinct classes.

These are: I—Airport, Seaport, Railroad and Highway Projects; II—Hydro and Thermal Electric Plants & Irrigation Projects; III—Hospitals, Hotels & Housing Projects; IV—Industrial Plant Projects, and V—Comprehensive Development Projects, etc. Whenever possible names of contacts and responsible agencies are cited as well as original publication dates.

Turkey wants electrical equipment for NATO

Turkey's Ministry of Public Works has issued bids for the supply of screened neopren underground electrical cables, insulating transformers, and materials and replacing of existing deteriorated unscreened neopren underground electrical cables and insulating transformers at three NATO airfields at different locations in Turkey. Estimated cost of this project is TL 6 million. (TL 9 = $1).

Eligible U.S. firms are invited to participate and must submit a specially designated Turkish Government questionnaire by April 8 to Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit Tesisleri, Insaat Reisligi, Ataturk Bulvari 140, Kavaklidere, Ankara, Turkey.

The special form and information about NATO eligibility is available from the Trade Opportunities Staff, BDSA-6912, Department of Commerce, Washington, D.C. 20230.

Australia needs remote control, telemetering systems

Australia's Snowy Mountains Hydro-Electric Authority has issued tender No. E.-533 for the supply and supervision of installation of six remote control, alarm, indication and telemetering systems. The systems will be used with two hydraulic turbine-generating units, one pumping station, and two transformer-line power circuit stations.

The bid deadline for tenders is April 27.

Copies of the bidding documents are available from the Authority, P.O. box 332, Cooma North, N.S.W., Australia, against payment of $4.50.

A loan copy is available to firms located in the U.S. from the Electronics Div. BDSA-6420, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Thailand invites highway contractors to prequalify for construction tenders

Thailand's Department of Highways plans to invite tenders internationally for the construction this year of highway sections totaling 600 miles.

This highway project is located in the central, northern and northeast sections of Thailand.

The Department of Highways seeks prequalifications before April 15, from highway construction contractors located in the U.S., and the Department plans to assemble the information and use it to issue bid invitations. Prequalifications are to be mailed to the Office of Loans and Aids Control, Department of Highways, Ministry of National Development, Sri Ayuthya Rd., Bangkok, Thailand.

A copy of "Advance Notice to Contractors to Qualify" is available for the use of interested firms located in the U.S. from the Building Materials and Construction Industries Division, Rm. 4014, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601.)

Radio communications system sought by Chile

The National Air Line, Chile, has issued tender No. AB-323, calling for a VHF remote station and a microwave relay hop, to connect the new Pudahuel Airport operations with operations at Los Cerrillos.

The VHF remote station will operate at 2200 meters altitude, with a power output of 200 watts, A3., on a frequency 128.2 MHz, with full stand-by. The microwave link should operate in the 6,000 to 8,400 MHz range, one terminal will operate at the 2,200 meter elevation, the other at 500 meters.

The bid deadline for tenders is May 5 at the Oficinas del Jefe de la Division de Abastecimientos y Consumos, Linea Aerea Nacional, Los Cerrillos, Santiago, Chile. Bidders must be legally represented in Chile.

Loan copies of the bid documents and specifications, in Spanish, are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Jordan will construct broadcasting facilities

The Government of Jordan has announced a call for tenders for the supply, installation, and initial operation of a complete TV broadcasting system, including studios, operating on CCIR channels E3 and E6.

An important consideration in any tender will be early delivery and an early completion date; and credit terms, up to five years, are desired.

The deadline for submission is May 1. Tender documents are available against payment of JD 10 (one dinar = $2.80) plus air mail postage (cost of bid set + postage total approximately $31 a set) from the Ministry of Information (Television), Hashemite Kingdom of Jordan, Amman, Jordan.

A loan copy of the specifications and bidding documents is available to U.S. firms, for review only, at the Electronics Division, BDSA 6420, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

SHAPE to purchase teleprinter equipment

SHAPE plans to purchase 50 standard type teleprinters consisting of a page printer with tape perforator and tape transmitter attachments.

The deadline for submission of bids to ACE P&C Officer, CADE DIV (Materiel), SHAPE Paris, France is 1730 hours, April 14.

The equipment will be in accordance with performance recommendations of the CCITT (Telegraph Codes: CCITT Internat. Alphabet No. 2; Speed of 50 bauds with a Change of Speed to 75 baud operation with minimum effort, and operation at single current, neutral 40 ma-60 volts DC.)

A copy of the bidding instructions, general conditions, clauses, equipment specifications and bidding forms is available on loan from the Department of Commerce Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

Libya announces tender for sewer construction

The Central Tenders Board, Ministry of Finance, Tripoli, has announced international tender No. 826 for construction of sewer lines in Tripoli and two suburbs. Total cost of the projects, which can be bid separately, is estimated to be about $3 million.

The bid deadline is May 2.

Conditions, specifications, and other information may be obtained from the Public Works Department, Tripoli or Benghazi, on payment of $150 a copy. A letter of guarantee for $280,000 must be submitted with the tender, and the successful bidder will be required to pay 10% of the tender value as guarantee on signing the contract.

Korea invites tenders on scientific equipment

Korea is offering a tender for various scientific and technical equipment including, but not limited to, impedence meter; insulation tester; crucibles; concrete test hammer; portable universal tester; micrometers; ampere and voltmeters; supersonic welder; chemical evaporating disc; attenuator; oscilloscope; and sound spectrograph.

The bid deadline for tender No. KFX-6017-S is April 7. Bids should be submitted to Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Turkey seeks tenders to expand, modify NATO installations

The Ministry of Public Works, Turkey, will accept bids for modifications and additional installations of existing Petrol/Oil/Lubricants systems at certain locations in Turkey. The estimated cost of the work is $606,835.

Bidding documents will be made available to NATO certified firms on March 30. Proposals must be submitted not later than May 12. Bidding documents will not be sent by mail and are available from Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit Tesisleri, Insaat Reisligi, Ataturk Bulvari 140, Kavaklidere, Ankara, Turkey.

U.S. firms may obtain a copy of the notification of call for bids and information about NATO certification from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Leads for Importers

Commodities are offered direct unless specified

209 Food preparations

MALTA—Macaroni, spaghetti, vermicelli, noodles, manufactured in Malta. Lewis Said & Co. (agency), 182 St Lucia St., Valletta. WTD 1/7/66.

229 Textile goods

MALTA—Hand-made Malta lace, silk, linen. Lewis Said & Co., 182 St Lucia St., Valletta. WTD 1/7/66.

275 Commercial printing

BELGIUM—Playing cards of all types, for playing or publicity uses. Sample chart available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. N.V. Leonard Biermans (manufacturer, exporter), Spoorwegstraat, Turnhout. WTD in preparation.

364 Electric lighting, wiring equipment

FRANCE—Low-voltage switches, set-in types, 1, 2 or 3 poles, 250 volts, from 3 to 30 amp. Electric commutators, 8 to 30 amp., 20 directions, rotating types. Articles of good quality, bakelite, nylon or other material; available for wholesale exportation in lots of 1,000 units minimum. Requests replies in French. Illustrated brochures, text in French, available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. A.R.E. (Appareillage Radio-Electrique) (manufacturers, wholesalers, exporters), 54 Bd. Blaise-Doumerc, 82 Montauban, Tarn-et-Garonne. WTD 2/24/66.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

NETHERLANDS—No. 3 yellow corn; no. 2 yellow grain sorghum. Direct purchase and/or commission agency. Quote cif Rotterdam prices. Quotations other than cif not acceptable. Chr. de Vries N.V. (importer, commission merchant, exporter, agent), 23 Posthoornstraat, Rotterdam. WTD 12/1/65.

200 Food

NETHERLANDS—Alfalfa pellets; gluten-feed pellets; beetpulp pellets; soybean meal; all kinds of oilcakes; ricebran; similar waste products. Direct purchase and/or commission agency. Quote cif Rotterdam prices. Quotations other than cif are not acceptable. Chr. de Vries N.V. (importer, commission merchant, exporter, agent), 23 Posthoornstraat, Rotterdam-1. WTD 12/1/65.

201 Meat products

GERMANY—Frozen turkeys, turkey parts—drumsticks, hind parts, breasts. Roasting, frying chickens; drumsticks, giblets. Ducks, geese, venison, wild hare and rabbits. Requests products in wooden cases, quotations cif Rotterdam. Direct purchase and/or agency. Lorenz Heitz (importer, wholesaler), 62/64 Rheinische Strasse, 465 Gelsenkirchen. WTD 2/18/66.

203 Canning, preserving foods

AUSTRALIA—King crab meat, frozen; flounder (plaice), frozen, whole fish and/or in fillets, 2 to 3½ oz. per fillet and 3½ to 4½ oz. per fillet; sole, frozen, whole and filleted, 11 to 16 oz. sized whole fish; hake, frozen, direct purchase and agency. Asti Trading, Pty., Ltd. (agent), 66 King St., Sydney. WTD 2/23/66.

JAPAN—Canned fruits, vegetables of all kinds. Direct purchase and/or agency. Bansei Boeki Shokai (Bansei Boeki Co.) (importer, exporter), No. 2 Minami Bldg., 6-50 Hachiman-dori 5-chome, Fukiai Ku, Kobe. WTD 2/21/66.

MALAWI—500 dozen bottles orange, other fruit cordials a year, to retail at not more than 50 cents a bottle. Messrs. Kandodo, Ltd. (department store), P.O. box 549, Victoria Ave., Blantyre. WTD 12/11/64.

204 Grain mill products

TOGO—Rice; requests price quotations; request replies in French. Ets. T.M. Boustani (importer), B.P. 146, Lome. WTD under preparation.

208 Beverage industries

BELGIUM—Typical U.S. wines of good quality. ERMIS (importer, wholesaler), 24 Schulstraat, Antwerp. WTD 6/21/65.

209 Food preparations

AFGHANISTAN—Desires to purchase trial shipment up to 10 mt. hydrogenated edible vegetable fat in 5, 10 and 35 lb. cans; to be followed by orders up to 200 tons if successful. Requests quotations cif Karachi. Shahab-ud-Din Yasawy (importer), Sarai Shahzada, Kabul. WTD 2/21/66.

213 Tobacco, snuff

● **SYRIA**—Tobacco, Virginia 430 mt., Burley 170 mt. Bid deadline Apr. 4. General Directorate, Syrian Tobacco Monopoly, Damascus.★ (Telephone: 202-WO 7-4794).

TOGO—Black tobacco leaf. Would appreciate samples, price quotations, request replies in French. Ets. T.M. Boustani, B.P. 146, Lome. WTD under preparation.

221 Broad woven fabrics mills, cotton

ENGLAND—Top quality bath towels, in sets or individually. B. Hilton, O. Hilton and Son, Ltd. (importer), 4/43 Barrow Hill Rd., London, NW.8. WTD 5/25/65.

222 Broad woven fabric mills, man-made fiber, silk

FRANCE—Plain Dacron fabrics (55% Dacron, 45% Avril) 60" wide, scotchgard finish. Manufacture de la Nation (garment manufacturer), 15 rue Martel, Paris 10. WTD 11/12/64.

FRANCE—Novelty fabrics, including embroidery fabrics, for manufacture of ready-to-wear or for sale by yard. Requests replies in French. Ach Freres S.A. (importer, dealer), 53 rue de Turbigo, Paris 3e. WTD in preparation.

225 Knitting mills

FRANCE—Dresses, coats, skirts, for women. Etablissements Bloch Freres (importer, dealer), 3 Pl. des Victoires, Paris 1er. WTD 10/1/64.

230 Apparel

MALAWI—Lightweight, semi-lightweight men's suits, fob U.S. port about $28 each. Kandodo, Ltd. (department store), P.O. box 549, Victoria Ave., Blantyre. WTD 12/11/64.

232 Men's, youths', boys' furnishings

AUSTRIA—Sportswear of all kinds for men, youths, boys. Direct purchase and agency. Ernst Sutter (importer, manufacturer), Bahn-

hofstrasse 8, A-6900 Bregenz. WTD 5/25/65.

MALAWI—Men's cotton gabardine shorts; sport, formal cotton shirts, (to retail at $6 each), children's T-shirts, shorts, pyjamas. Kandodo, Ltd. (department store), P.O. box 549, Victoria Ave., Blantyre. WTD 12/11/64.

233 Women's, misses', juniors' outerwear

AUSTRIA—Sportswear of all kinds for women, misses, juniors. Direct purchase and agency. Ernst Sutter (importer, manufacturer), Bahnhofstrasse 8, A-6900 Bregenz. WTD 5/25/65.

FRANCE—Women's, misses' ready-made garments, such as blouses, dresses, suits, skirts, coats. Dag-Europ (importer, dealer), 35 rue des Jeuneurs, Paris 2eme. WTD 11/28/65.

Dresses, blouses, suits, skirts, coats, for women, misses, juniors. Etablissements Bloch Freres (importer, dealer), 3 Pl. des Victoires, Paris 1er. WTD 10/1/64.

236 Girls', children's, infants' outerwear

FRANCE—Dresses, blouses, coats, suits, for girls, children, infants. Etablissements Bloch Freres (importer, dealer), 3 Pl. des Victoires, Paris 1er. WTD 10/1/64.

237 Fur goods

FRANCE—Fine fur goods. Requests replies in French. Societe Aster (importer, dealer), 35 rue du Faubourg Poissonniere, Paris 9e. WTD in preparation.

239 Fabricated textile products

FRANCE—Embroidered trimmings. Direct purchase and agency. A. Nemery & Calmejane (manufacturer, importer, dealer), 39-43 rue Vivienne, Paris 2e. WTD 2/18/66.

241 Creosoted wood poles

● **TUNISIA**—1,160 fir poles, 9 to 12 meters in length. Tender No. 048, bid deadline Apr. 19. Societe Tunisienne de l'Electricite et du Gaz, 38 rue de Besancon, Tunis.★ (Telephone: 202-WO 7-3359).

251 Household furniture

FRANCE—Metal household furniture, padded or plain; metal beds, including folding and cabinet beds; seats, for metal household furniture. Direct purchase and agency. Requests replies in French. Etablissements Muler et Fils "SOMETA" (manufacturer, wholesaler, importer), 2 rue Jean Baptiste Clement, 94 Kremlin Bicetre. WTD 2/18/66.

Wood household furniture; upholstered furniture; metal household furniture. Direct purchase and agency. Societe Nouvelle des Etablissements Alexandre Leroy (manufacturer, importer, dealer), 8-10 rue de Rivoli, Paris 4e. WTD 2/15/66.

Quality household furniture: living room, dining room, bedroom, kitchen. Ets. Rochegude Jeune Pere & Fils (importer, retailer), 1, 2 rue des Alpes, 26 Valence. WTD 2/16/66.

Wooden furniture for household use, "Early American" style. Direct purchase, exclusive sales agency. Ets. Charles Schneider, S.A. (importer, wholesaler, manufacturer), 67 Oberbetschdorf. WTD 2/18/66.

252 Office furniture

FRANCE—Metal office furniture. Direct purchase and agency. Requests replies in French. Etablissements Muler & Fils "SOMETA" (manufacturer, wholesaler, importer), 2 rue Jean Baptiste Clement, 94 Kremlin Bicetre. WTD 2/18/66.

Wood and metal office furniture, padded or plain. Direct purchase and agency. Societe Nouvelle des Etablissements Alexandre Leroy (manufacturer, importer, dealer), 8-10 rue de Rivoli, Paris 4e. WTD 2/15/66.

263 Paperboard mills

● **CEYLON**—220 tons strawboard sheets, 30½" x 25½". Various weights. Bid deadline Apr. 26. Chairman, Tender Board, Ministry of Finance, P.O. box 500, Colombo.★ (Telephone: 202-WO 7-3003).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

281 Industrial chemicals

FRANCE—High purity magnesium oxide. S.A. D'Etudes & Realisations Nucleaires ("Sodern") (manufacturer), 10 rue de la Passerelle, 92-Suresnes (Hauts-de-Seine). WTD in preparation.

TAIWAN—Industrial chemicals, especially chemicals for rubber, plastics, paints industries. Direct purchase, exclusive distributorship. Tong Fong Trading Co., Ltd. (importer), P.O. Box 22403, Taipei. WTD 7/28/65.

282 Synthetic materials

AUSTRIA—Semifinished products of P.T.F.E. (Teflon). Direct purchase and agency. R. Kurt Burde & Co. (manufacturers' agent, importer, wholesaler), Prinz Eugen-Strasse 70, A-1041 Vienna. WTD 3/2/66.

FRANCE—Plastic bookbinding materials. Reliure Industrielle S.T.D. (manufacturer, dealer), 202 route de Pontoise, Argenteuil (S. & O.). WTD 1/22/65.

283 Drugs

● **IRAQ**—Wide variety of medicaments, 24 items, including antibiotics: procaine penicillin, 250,000; cathiomycin, 5,000 capsules; erythromycin, 10,000 capsules; chloromycetin, 200,000 capsules; tetracycline, 200,000 capsules; streptomycin sulphate, 150,000 and nystatin, 10,000 tablets. Biologicals included are: tetanus anti-toxin, 30,000 ampoules; anti-gas gangarine, 3,000 ampoules; and anti-snake venom, 1,000 capsules. In addition other medicaments in topical form appear, such as: tetracycline ointment, 10.000 tubes; tetracycline powder, 5,000 jars; chloromycetin opthalmic drops, 1,000 vials; and chloromycetin ear drops, 1,000. Other items to be purchased include: plaster adhesive, 1,200 rolls; and triangular bandages, 3,600. Tender No. 1/66, bid deadline Apr. 2. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3394).

285 Paints, varnishes, lacquers, enamels

FRANCE—Enamels. Requests replies in French. Societe d'exploitation de Tolerie Emaillerie Nantaise (manufacturer, dealer), Route de Nantes, 44 Saint-Herblain. WTD 11/19/65.

MALTA—Marine paints. The National Marine Center, (aka) Joseph Farrugia (importer, wholesaler, retailer), Ta Xbiex Palace, Testaferrata St., Msida. WTD 2/10/66.

289 Chemical products

FRANCE—Artificial eyelash glue. Laboratoires Biologiques du Dr. Gilbert (manufacturer, wholesaler), 14-16 rue Cambronne, Paris 15e. WTD 2/23/66.

301 Tires, tubes

IRAQ—Tires, tubes for passenger cars, trucks. Direct purchase and agency. Mohammed Husain Al-Musawy (importer, wholesaler), 13A/203 Rashid St., Baghdad. WTD 2/25/66.

Tires, tubes for passenger cars. Direct purchase and agency. Muslim Show Rooms (importer, wholesaler, retailer), Amin Sq., Rashid St., Baghdad. WTD 2/25/66.

306 Fabricated rubber products

FRANCE—Druggists' sundries, rubber. Societe Sotramo (manufacturer, exporter, importer), 332 rue Lecourbe, Paris 15. WTD 11/17/65.

317 Handbags, personal leather goods

FRANCE—Small leather articles: jewelry cases, key cases, coin purses. Requests replies in French. Benz & Cie (mail order house), 16 Bld.Ste.Agathe, Nice (06). WTD 3/30/65.

Personal leather goods: billfolds, key cases, coin purses, to be sold as gift articles. Direct purchase and agency. A. Nemery & Calmejane (manufacturer, importer, dealer), 39-43 rue Vivienne, Paris 2e. WTD 2/18/66.

319 Leather goods

FRANCE—Leather desk sets to be sold as gift articles. Direct purchase and agency. A. Nemery & Calmejane (manufacturer, importer, dealer), 39-43 rue Vivienne, Paris 2e. WTD 2/18/66.

322 Glass, glassware

FRANCE—Ornamental glass used as decorative articles; art objects. To be sold as giftware. Direct purchase and agency. A. Nemery & Calmejane (manufacturer, importer, dealer), 39-43 rue Vivienne, Paris 2e. WTD 2/18/66.

323 Glass products

FRANCE—Glassware for lighting fixtures. Direct purchase and agency. Societe Nouvelle des Etablissements Alexandre Leroy (manufacturer, importer, dealer), 8-10 rue de Rivoli, Paris 4e. WTD 2/15/66.

335 Rolling, drawing, extruding non-ferrous metals

HONG KONG—Simple nickel strips and squares as substitutes for nickel anodes in electro-plating. Nanshing Color and Chemical Co., Ltd. (importer, manufacturers' agent, wholesaler, exporter), P.O. Box 576, Hong Kong. WTD 6/17/65.

342 Cutlery, hand tools, general hardware

FRANCE—Garden tools, equipment. Direct purchase and agency. Paris-Geneve (manufacturer), 30 rue Jacquart, Pantin (Seine). WTD 10/22/65.

Small hand tools. Requests replies in French. Benz & Cie (mail order house), 16 Blvd.Ste. Agathe, Nice, Alpes-Maritimes (06). WTD 3/30/65.

Paper-knives, souvenir knives to be sold as gift articles. Direct purchase and agency. A. Nemery & Calmejane (manufacturer, importer, dealer), 39-43 rue Vivienne, Paris 2e. WTD 2/18/66.

Hardware for household purposes. Requests replies in French. Quincaillerie Nouvelle de l'Ouest (importer, wholesaler), 64 rue Hydouze, Laval (53). WTD 11/25/65.

MALTA—Marine hardware, tools. The National Marine Center, (aka), Joseph Farrugia (importer, wholesaler, retailer), Ta Xbiex Palace, Testaferrata St., Msida. WTD 2/10/66.

343 Heating apparatus, plumbing fixtures

FRANCE—Heating apparatus: steam, hot air, hot water. Requests replies in French. Quincaillerie Nouvelle de l'Ouest (importer, wholesaler), 64 rue Hydouze, Laval (53). WTD 11/25/65.

344 Fabricated structural metal products

ENGLAND—Louver type metal window frames for export to Nigeria. Brazendale and Co., Ltd. (importers, exporters), 11 Old Hall St., Liverpool 3. WTD 1/26/66.

349 Fabricated metal products

FRANCE—Hydraulic couplings. Direct purchase and agency. Manufacture Francaise d'Appareils Electro-Mecaniques (M.F.R.), 70 rue de Colombes, Courbevoie, 92 Hauts-de-Seine. WTD 5/21/65.

352 Farm machinery

FRANCE—Fodder drying machinery, accessories; machinery for use in fabrication of animal feed, dehydration of fodder. Direct purchase and agency. Promill (manufacturer), 12-16 rue de la Porte a Bateaux, Ivry-la-Bataille (Eure). WTD 8/11/64.

353 Construction machinery

● **INDIA**—Three hydraulic ripper attachments for mounting on Model D-8-H Caterpillar crawler tractors; quotation should include hydraulic system, lines and control valves; two year supply of points for replacing worn points on shanks should be quoted. Tender No. 981/A-1943/PR/56044, bid deadline May 4. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur. Documents available from India Supply Mission (Ref: D/ENQ/-1973), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, free of charge.

354 Metalworking machinery

TURKEY—Complete galvanizing plant for producing tower type galvanized steel poles with bolted steel angles must include: unit for bars maximum length 7 mt., maximum capacity 1.5 tons per hr.; unit for bars 1.5 mt. length; unit for nuts and bolts; wire galvanizing unit; cranes; first zinc filling; accessory equipment. Installation and start-up required, requests detailed proposals with price quotations. Betontas Sanayii T.A.S. (manufacturer), P.K. 424, Gaziemir, Izmir. WTD 11/2/65.

355 Special industry machinery

FRANCE—Machines for making plastic containers. Direct purchase and agency. E.R.C.A., (Etude et Realisation de Chaines Automatiques) (manufacturer, dealer), 38 ave. Henri Barbusse, Bagneux (92). WTD 2/9/66.

IRAQ—Machines to produce knitted pullovers; ice cream; screen wire for windows. Approx. $20,000 to $30,000 each plant. Said Bello (importer, wholesaler, retailer, agent), P.O. Box 53, Hadid Bldg., Jumhouriya St., Baghdad. WTD 6/11/65.

356 General industrial machinery

FRANCE—Speed reducers, speed changers; transmission gears; hydraulic, electromagnetic clutches. Direct purchase and agency. Manufacture Francaise d'Appareils Electro-Mecaniques (M.F.R.), 70 rue de Colombes, Courbevoie, 92 Hauts-de-Seine. WTD 5/21/65.

358 Service industry machines

FRANCE—Laundry machinery for commercial, industrial use. Etablissements Sayag-Brunet (importer, dealer), 77 Ave. Parmentier, Paris 11eme. WTD 10/16/64.

361 Electric transmission and distribution equipment

BELGIUM—Electronic measuring instruments for various industries, e.g., petroleum, chemical, power stations, metal working. Agency and/or direct purchase for Belgium. Bureau Technique d'Automation S.P.R.L. (importer, agent), 15 Ave. Geo Bernier, Brussels 5. WTD 2/25/66.

● **CHILE**—Supply, erection of two electric substations, each composed of two transformer-rectifier groups and accessories. Bid deadline May 2. Ferrocarriles del Estado (Chilean State R.R.), Secretaria de la subdireccion de Organizacion, Alameda 924, Of. 70, Santiago. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. A copy of specifications is available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. (Telephone: 202-WOrth 7-4241).

FRANCE—Magnetic measuring recorders for laboratories, other purposes. Societe Tolana (manufacturer), 142 Ave. Gambetta, 92-Bagnolet (Hauts-de-Seine). WTD 10/29/65.

Toggle switches; miniature relays; potentiometers; selectors, indicators (miniature equipment). Direct purchase and agency. European Market Assn. E.M.A. (importer, dealer), 34 rue de la Victoire, Paris 9e. WTD 9/29/65.

Electric electronic test, measuring instruments, equipment. Importing wholesaler seeks direct purchase, sales agency for France. Requests replies in French or German. Societe Lorraine de Materiel Radio-Electrique, S.a.r.l., BP41, 57 Forbach. WTD 2/24/66.

NIGERIA—Double beam oscilloscopes; stroboscopes; general test instruments and measuring instruments; digital frequency meters; thyristor teaching equipment; oscillators. Equipment needed for a university electrical engineering laboratory just being established. C. L. Jones (Government University), Electrical Engineering Dept., Ahmadu Bello University, Zaria.

● **SUDAN**—Supply of following kwh. electricity meters: 6400 units of 5 amp., 240 volt; 75 units 10 amp., 415/240 volt; 325 units 25 amp., 415/240 volt; 165 units 50 amp., 415/240 volt. Tender No. CEWA/E/332/66, bid deadline Mar. 31. Central Electricity & Water Administration, Republic of the Sudan, P.O. box 1380, Khartoum.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

BELGIUM—Industrial control systems as used in various industries. Direct purchase and/or agency for Belgium. Bureau Technique d'Automation S.P.R.L. (importer, agent), 15 Ave. Geo Bernier, Brussels 5. WTD 2/25/66.

MALTA—Marine, navy auxiliary controls. The National Marine Center, (aka) Joseph Farrugia (importer, wholesaler, retailer), Ta Xbiex Palace, Testaferrata St., Msida. WTD 2/10/66.

363 Household appliances

FRANCE—Household cooking equipment: ranges, ovens; refrigerators; household laundry equipment: washing machines, wringers, driers, ironers; electric housewares, fans; vacuum cleaners. Requests replies in French. Quincaillerie Nouvelle de l'Ouest (importer, wholesaler), 64 rue Hydouze, Laval (53). WTD 11/25/65.

IRAQ—Gas kitchen ranges, washing machines, other household electrical appliances. Direct purchase and agency. Muslim Show Rooms (importer, wholesaler, retailer), Amin Sq., Rashid St., Baghdad. WTD 2/25/66.

364 Electric lighting, wiring equipment

FRANCE—Infrared equipment for therapeutic use. Societe Stephanie Bowman (manufacturer), 19 rue Vignon, Paris 8eme. WTD 2/2/65.

Lighting equipment, all kinds. Direct purchase and agency. Societe Nouvelle des Etablissements Alexandre Leroy (manufacturer, importer, dealer), 8-10 rue de Rivoli, Paris 4e. WTD 2/15/66.

Electric lamps; incandescent lighting fixtures; fluorescent lighting equipment; fluorescent portable lamps. Direct purchase and agency. Requests replies in French. Etablissements Madec Freres (manufacturer, importer, dealer), 37-39 blvd. de Charonne, Paris 20e. WTD 1/17/66.

365 Radio, television receiving sets

FRANCE—Electronic equipment for home entertainment; high fidelity equipment; radio television receiving sets and components; record players; amplifiers; electrophones; microphones; magnetic recording tapes. Direct purchase and agency. Tele Radio Commercial (importer, dealer, agent), 27 rue de Rome, Paris 8e. WTD in preparation.

Radio, television receiving sets. Direct purchase and agency. Pizon Bros. (manufacturer, dealer, agent), 18 rue de la Felicite, Paris 17. WTD 9/29/65.

Radio, television receivers, home type, phonographs, recorders. Importing wholesaler seeks direct purchase, sales agency for France. Requests replies in French or German. Societe Lorraine de Materiel Radio-Electrique, S.a.r.l., BP.41, 57 Forbach. WTD 2/24/66.

Loud speakers with acoustical chamber; megaphones; microphones. Etudes et Realisations Radio Electro-Acoustiques (manufacturers, dealers), 1 bis rue de Chatillon, Clamart, Hauts de Seine (92). WTD 2/17/66.

366 Communications equipment

● **IRELAND**—Supply, installation of three automatic telephone exchanges. Tender No. 48, bid deadline Apr. 13. Engineer-in-Chief, Switching and Signalling Section, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

BELGIUM—Electronic circuits, time relays, all types of related electrical material. Agency and/or direct purchase for Belgium. Bureau Technique d'Automation S.P.R.L. (importer, agent), 15 Ave. Geo Bernier, Brussels 5. WTD 2/25/66.

FRANCE—Electronic components: relays, diodes, demodulators, rectifiers, semiconductor devices. Direct purchase and agency. Olibol (importer), 19 rue de la Michodiere, Paris 2. WTD in preparation.

Semiconductor devices. Societe de Construction d'Appareils Bardon (manufacturer, wholesaler), 41 Blvd. Jean Jaures, 75 Clichy. WTD 2/17/66.

Electron tubes, transistors, capacitors, resistors, transformers, antennae, coils, cables. Importing wholesaler seeks direct purchase, sales agency for France. Requests replies in French or German. Societe Lorraine de Materiel Radio-Electrique, S.a.r.l., BP. 41, 57 Forbach. WTD 2/24/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **IRAQ**—Electron tubes, 61 types, total 11,420 units. Tender No. Signals/9-66, bid deadline Apr. 19. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents available from Military Attache, Iraqi Embassy, 3510 Garfield St., NW., Washington, D.C.

369 Electrical machinery

FRANCE—Dry batteries for home entertainment equipment; record player cells. Direct purchase and agency. Tele Radio Commercial (importer, dealer, agent), 27 rue de Rome, Paris 8e. WTD in preparation.

IRAQ—Batteries for passenger cars, trucks. Direct purchase and agency. Mohammed Husain Al-Musawy (importer, wholesaler), 13A/-203 Rashid St., Baghdad. WTD 2/25/66.

371 Motor vehicles, equipment

TURKEY—Trailer truck, to carry concrete poles maximum length 19 meters. Maximum load 30 tons. Four-wheel drive with loading-unloading crane. Heavy duty engine preferably diesel. Trailer equipped with turntable, and connected to cab with telescopic mechanism to permit adjustment. Adjustable when empty to minimum length by telescoping or mounting trailer on cab. 4 units. Request detailed description and price quotations fob and cif Izmir. Betontas Sanayii T.A.S. (manufacturer), P.K. 424 Gaziemir, Izmir. WTD 11/2/65.

373 Ship, boat building, repairing

MALTA—Marine rigging. The National Marine Center (aka) Joseph Farrugia (importer, wholesaler, retailer). Ta Xbiex Palace, Testaferrata St., Msida. WTD 2/10/66.

381 Engineering, laboratory, scientific instruments

● **PAKISTAN**—Supply of the following equipment for chemistry laboratory: 2 fume cupboard aerofoil fans, axial flow with polythene protection; 7 electric drying ovens, size 17"x14"x18", 1500 watt, 230 volts, 50 cycle, single phase; 7 water stills, electric type, output litres per hom, 3.8 to 4.5. Tender No. S-11/276/65-66/S/IDA, bid deadline Apr. 18. Director of Supply, Government of East Pakistan, 48 Motijheel C.A., Dacca 2. East Pakistan.★ (Telephone: 202-WO 7-2939).

● Supply of laboratory supplies including, but not limited to, the following: gas burners, filter pumps, bench blowpipes, foot bellows, hydrometers, crucibles, condensers, flasks, burettes, jars, bottles, funnels. Tender No. S-4/273/Equip/65-66, bid deadline Apr. 20. Director of Supply, Government of East Pakistan, 48 Motijheel C.A., Dacca 2.★ (Telephone: 202-WO 7-2939).

382 Instrument for measuring, controlling, indicating physical characteristics

NIGERIA—Requirements are for one 100 ton tensile testing machine and one precision (10 ton) tensile testing machine for use in a university mechanical engineering laboratory, in process of being established. Equipment need for mechanical engineering laboratory just being established. J. S. Dean (government university), Mechanical Engineering Dept., Ahmadu Bello University, Zaria.

383 Optical instruments, lenses

FRANCE—Professional spectrographs. Direct purchase and agency. Pizon Bros. (manufacturer, dealer, agent), 18 rue de la Felicite, Paris 17. WTD 9/29/65.

384 Surgical, medical, dental instruments

● **TURKEY**—Supply of 70 items of assorted hospital equipment including, but not limited to, the following categories: chirurgical, electrocardiography, dental, narcosis, optometry, radioscopy, radiography, audiometry, therapeutical. Bid deadline Apr. 25. Sosyal Sigortalar Kurumu, Genel Murdurlugu, Ankara. English translations of terms, specifications available at $10 a set (including air mail charges) from: Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara, Turkey.

386 Photographic equipment

● **KOREA**—Supply of 500 packs of pack film; 2,500 rolls of roll film; 15,000 flash bulbs; 700 boxes enlarging paper; 8 cameras of various types and sizes; 5 flash guns; 2 photo printing straiteners; 10 floodlight bulbs; 10 temperature controllers; 3 exposure meters. Tender No. KFX-6021-N, bid deadline Mar. 30. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

● Supply of 41,100 rolls of various sizes of X-ray photofluorographic film, green sensitive; 1,120 packages X-ray radiographic film; 380 cans developer; 380 cans fixer; 10 tubes. Tender No. KFX-6020-N, bid deadline Mar. 30. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

391 Jewelry, silverware, plated ware

FRANCE—Cigarette cases, lighters, vanity cases, compacts; trimmings for umbrellas, canes; flatware (knives, forks, spoons); toilet ware. To be sold as gift articles. Direct purchase and agency. A. Nemery & Calmejane (manufacturer, importer, dealer), 39-43 rue Vivienne, Paris 2e. WTD 2/18/66.

394 Toys, amusement, sporting goods

FRANCE—Toys: dolls, doll parts, doll clothing, stuffed toy animals, carts, mechanical trains, pedal cars, velocipedes and tricycles, scooters, rowers, toy guns, air rifles, pistols, musical instruments, reproductions of household utensils, equipment. Requests replies in French. Arbois S.A., (importer, wholesaler, agent), 123 rue de Tocqueville, Paris 17eme. WTD 7/20/64.

395 Typewriter ribbons

● **EL SALVADOR**—Supply of 5,000 typewriter ribbons, bicolor, first class cotton, appropriate for tropical climate, 13 mm. wide, 12 yd. long. Tender No. 24(66), bid deadline Mar. 31. Terms, specifications in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

396 Costume jewelry, novelties, notions

FRANCE—Costume jewelry, novelties, ornaments. Requests replies in French. Benz & Cie (mail order house), 16 Bld. Ste. Agathe, Nice (06). WTD 3/30/65.

Costume jewelry to be sold as gift articles. Direct purchase and agency. A. Nemery & Calmejane (manufacturer, importer, dealer), 39-43 rue Vivienne, Paris 2e. WTD 2/18/66.

399 Manufacturing industries

FRANCE—Wigs. Requests replies in French. Guillot-Louvard (manufacturer, importer, dealer), 11 rue Franklin, Nantes (44). WTD 2/14/65.

Cigarette holders, tobacco pipes to be sold as gift articles. Direct purchase and agency. A. Nemery & Calmejane (manufacturer, importer, dealer), 39-43 rue Vivienne, Paris 2e. WTD 2/18/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

GERMANY—Eberhard Oelkers and Wolfgang Braun, representing Heinrich Thulesius, Duckwitzstr., 28 Bremen, interested in **machinery, implements and supplies for garment industry,** excluding ironing and sewing machines, and seeking U.S. manufacturers of such equipment who wish to be represented in Germany and other European countries by a firm having an established sales organization. Mar. 16 via New York for at least two weeks. c/o Mr. LeVan, Vice President, AMETEK, Woolworth Bldg., Broadway, New York, N.Y. Itinerary: New York; Chicago; Louisville; E. Moline, Ill. WTD 9/22/64.

INDIA—M.S. Mani, Universal Tyre and Rubber Co., Bombay Mercantile Cooperative Bank Bldg., 6th Fl., Gandhi Rd., Ahmedabad 1, interested in **technical, financial collabor-**

ation for manufacture of bicycle tires, tubes, and requesting technical information on the manufacture of bicycle, automobile, aeroplane tires and tubes, allied rubber products. Mid-March via San Francisco for 10-20 days c/o M.S. Mani, Post Master General Post Office, New York, N.Y. Itinerary: San Francisco, Los Angeles, Las Vegas, Miami, Washington, New York, Boston, Akron, Chicago, Philadelphia, Detroit. WTD 11/23/65.

JAPAN—Yasuo Soejima, Managing Director, Nagoya Tsusho Kaisha, Ltd., 9-1, 1-chome, Shindeki-machi, Higashi-ku, Negoya, interested in **contacting U.S. dealers of ceramic tiles, bathroom accessories.** March 5 via Honolulu for one year. c/o Nobuhiro Ikeda, The Bank of Kobe, Ltd., New York Branch, 40 Wall St., New York, N.Y. 10005. Itinerary: Honolulu, Los Angeles, Tucson, San Francisco, Walla Walla, Minneapolis, Chicago, St. Louis, Memphis, Houston, New Orleans, Montgomery, Tampa, Miami, Atlanta, Cincinnati, Pittsburgh, Cleveland, Toledo, Detroit, Boston, Providence, New York, Philadelphia. WTD 1/13/65.

MOROCCO—Jean-Marie Cordier, representing Societe El Moghreb, Ave. St.-Aulaire, Porte 5, Port de Casablanca, interested in information regarding **sales, distribution methods of sporting, games, entertainment equipment, organization of tourist resorts.** Mar. 12 via New York for 21 days. c/o Noel Raffat de Bailhac, 204 E. 32nd St., New York, N.Y. (Telephone Oxford 5-4525, ext. 185 or MU 9-9688). Itinerary: New York, Chicago, Washington. WTD in preparation.

SOUTH AFRICA—M.R. Beare, Local Finance & Investment Corp., (Pty.), Ltd., 539 West St., Durban, interested in **contacting manufacturers of electrical appliances, furnishings, other household requirements** with a view to importing from U.S. Mar. 17 via Chicago for five weeks. c/o Anglo African Shipping Co. of New York, Inc., 16 E. 34th St., New York, N.Y. Itinerary: Chicago, Detroit, Boston, New York, Washington; itinerary can be altered as necessary. WTD in preparation.

E. Falk, Hanania Agencies, 908 Ottawa House, 94 President St., Johannesburg, interested in **agencies for shirtings, dress and underwear fabrics, upholstery fabrics, carpets.** End of March via New York for two weeks. c/o Messrs. Beer-Stern Co. Inc., 225 W. 34th St., New York, N.Y. Itinerary: New York. WTD 2/24/66.

SWEDEN—Allan Berggren, Managing Director, Bisab Byggnads och Industriservice AB, Box 27037, Stockholm 27, interested in **agency or distributorship arrangements for firms manufacturing plant maintenance and cleaning equipment.** Mar. 7 via San Francisco for three weeks. c/o Dept. of Commerce Field Offices en travel route. Itinerary: San Francisco, South Bend, Ind., Chicago, Erie, Pa., Cleveland, New York. WTD in preparation.

UNITED KINGDOM—J.S. Crick, General Manager, Applied Technology Co., Ltd., London Airport, Hounslow, Middlesex, interested in seeking out **U.S. licensees for various U.K. products;** typical of these is a patented low temperature flexible, non-metallic element now in use in U.K. and Europe, for space heating and industrial heating applications; products and processes which U.S. manufacturers wish to have made in U.K. and Europe, which could include any product or processes with volume turnover in chemicals, plastics, machine tools, building, metal forming, electronics, instruments. April 1 via New York for four weeks. c/o 51 Jensen St., East Brunswick, N.J. Itinerary: Seattle, Los Angeles, Minneapolis, Chicago. WTD 8/23/65.

M.J. Noone, Area Export Manager, Lancer-Boss Group, Grovebury Rd., Leighton Buzzard, Bedfordshire, interested in **appointing suitable U.S. distributors to market, service Lancer sideloaders and Boss lift trucks.** Mar. 7 via New York for eight weeks. c/o Commodore Hotel, 42nd St. & Lexington Ave., New York, N.Y. Itinerary: New York, Dallas, Houston, St. Louis, Milwaukee, Chicago, Ft. Wayne, Cleveland, Boston. WTD 3/5/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—Canned fruits; pineapple and grapefruit juices. Requests replies in French. Nicolas Demaria (agent), 63 Ave. de la Motte-Picquet, Paris 15eme. WTD 2/23/65.

221 Broad woven fabric mills, cotton

NEW ZEALAND—Window shade fabrics for range of patterns and styles, in the piece. T. Plummer, Ltd. (manufacturers' representative), 2 Kings Chambers, Wellington. WTD 2/24/66.

222 Broad woven fabric mills, man-made fiber, silk

AUSTRIA—Home decoration fabrics, glass fiber fabrics, rubber, non-rubber elastic fabrics; request replies in German. Cuno K. Walter (importer, wholesaler, manufacturers' representative), Hauptplatz 23, A-9500 Villach. WTD 12/18/64.

225 Knitting mills

AUSTRIA—Knitted and tricot outerwear for men, women, children. Bathing suits, beach wear; request replies in German. Cuno K. Walter (importer, wholesaler, manufacturers' representative), Hauptplatz 23, A-9500 Villach. WTD 12/18/64.

226 Dyeing, finishing textiles

NEW ZEALAND—Furnishing fabrics, dress piece goods, particularly fashion fabrics for women's dresses. Brendon E. Carmody (manufacturers' representative), Airedale House, 47 Airedale St., Auckland, C.1. WTD under preparation.

228 Yarn, thread mills

BELGIUM—Hand knitting wool. Agency for Belgium. E. Morlet (importer, agent), 353 Ave. Moliere, Brussels. WTD 2/21/66.

234 Women's, misses', children's undergarments

AUSTRIA—Foundation garments, underwear, nightwear, particularly synthetic fabrics; requests replies in German. Cuno K. Walter (importer, wholesaler, manufacturer's representative), Hauptplatz 23, A-9500 Villach. WTD 12/18/64.

238 Apparel, accessories

AUSTRIA—Rain, sportswear for men, women, children; requests replies in German. Cuno K. Walter, Hauptplatz 23, A-9500 Villach. WTD 12/18/64.

281 Industrial chemicals

ENGLAND—Manufacturer and exporter of chemical products such as lactic acids, lactates, sulphated oils, tanning compounds, livestock additives, seeks similar U.S. products. Bowmans Chemicals, Ltd., P.O. box 10, Moss Bank, Widnes. WTD 11/16/65.

Chemicals for paper industry, particularly fiber flocculents, retention aids for fiber, inorganic materials. Compounding Ingredients, Ltd. (manufacturers, importers, sales agents), Byrom House, Quay St., Manchester 3. WTD 4/8/65.

282 Synthetic material

FRANCE—Plastic materials for packaging. E.R.C.A. (Etude et Realisation de Chaines Automatiques) (manufacturer, dealer), 38 ave. Henri Barbusse, Bagneux (92). WTD 2/9/66.

283 Drugs

ITALY—Medicinal specialties in general. Exclusive agency. Difer—Industrie Farmaceutiche Triestine S.p.A. (importer, manufacturer, agent). Porto Industriale, P.O. box 227, Trieste. WTD 2/18/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

284 Soap, detergents, cleaning preparations

AUSTRALIA—Perfume, cosmetics, related novelty items. Emmo, Pty., Ltd. (importer, wholesaler), 155 Castlereagh St., Sydney. WTD 3/8/65.

285 Paints, varnishes, lacquers, enamels

FRANCE—All kinds of paints, varnishes for builders' use. Requests replies in French. Jean Marie Charlotte (agent), 24 rue Capron, Valenciennes (59). WTD 12/9/65.

291 Petroleum refining

FRANCE—Additives for petroleum industry. Olibol (importer), 19 rue de la Michodiere, Paris 2. WTD in preparation.

307 Plastic products

FRANCE—Plastic moldings for electrical, electronic uses. Requests replies in French. Coper, S.A. (manufacturer, dealer), 296 Ave. Henri-Baubusse, Draveli, Essonne (91). WTD in preparation.

Polyurethane foam; polyvinyl chloride;

plastic gadgets (druggists' sundries). Societe Sotramo (manufacturer, exporter, importer), 332 rue Lecourbe, Paris 15. WTD 11/17/65.

342 Cutlery, hand tools, general hardware

HONG KONG—Locks, catches, fittings, hardware for aluminum or other metal narrow-profile doors and top- or side-hung windows. The China Engineers, Ltd. (importer, agent, wholesaler, retailer, manufacturer, exporter), P.O. box 148, Hong Kong. WTD 4/13/65.

352 Farm machinery

ENGLAND—Leading manufacturer of irrigation equipment for agricultural purposes operating general agricultural equipment supplies department, handling all types of pumps, prime movers, allied accessories, horticultural and garden sundries, seeks similar U.S. products. Exclusive agency basis. Farrow and Sons, Ltd., Spalding, Lincolnshire. WTD 7/5/65.

355 Special industry machinery

BELGIUM—Textile machinery, attachments, parts. Ets. Robert Ferrant & Fils (agent), 1 rue du Midi, Renaix. WTD in preparation.

FRANCE—Machinery, equipment for chemical, atomic plants. S.A.M.P.I. (Ste d'Applications Modernes pour l'Industrie), (engineering consultants), 23 rue de Paris, Boulogne (Seine). WTD 11/25/64.

IRAQ—Tobacco manipulation machinery. Nemir A. Kirdar Business Enterprises (sales agent), P.O. Box 3, Baghdad. WTD 9/5/63.

Firm has clients interested in establishing complete factory plants for manufacture of following products: plastic containers and covers for cold storage of food; plastic dishes, plates, cups and saucers; electric insulated wire; formica; sewing thread; automotive spark plugs; pliers, wrenches and screw drivers; ice cream; water pipe; flashlight batteries; brushes; springs; automotive cylinder valves; tooth paste and shaving cream; metal toys, including battery-operated toys; umbrellas; and automotive brake liners. Maximum cost of equipment for each factory is $168,000 (ID 60,000). Firm solicits catalogs and prices quoted C&F Basra; separate quotations desired for each project. Al-Asadi Commission Agency, Khan Al-Dijaj, Shorja, Baghdad. WTD 8/16/65.

361 Electric transmission, distribution equipment

FRANCE—Printed electric circuits. Compagnie Generale de Television et d'Electronique (manufacturer, importer, dealer), 70 ave. des Champs Elysees, Paris 8e. WTD 11/29/65.

NETHERLANDS—High quality built-in meters (milli ampere, milli volt). Exclusive agency. Technisch Bureau J. Th. van Reijsen (importer, wholesaler, exporter, manufacturer, agent), 214 Gasthuislaan Delft. WTD 2/11/66.

362 Electrical industrial apparatus

FRANCE—Inverters. Societe de Construction d'Appareils Bardon (manufacturer, wholesaler), 41 Boulevard Jean Jaures, 75 Clichy. WTD 2/17/66.

367 Electric components, accessories

FRANCE—Semiconductor devices. Comptoir Industriel de l'Electronique & Radio-Valves, (importer, wholesaler, retailer), 10 rue Saulnier, Paris 9eme. WTD 8/25/65.

New peripherical equipment for data processing equipment. Impression Enregistrement des Resultats, (I.E.R.) (sales agent), 6 rue Blondel, 92-Courbevoie (Hauts-de-Seine). WTD in preparation.

NETHERLANDS—Advanced high quality electronic components. Exclusive agency. Technisch Bureau J. Th. van Reijsen (importer, wholesaler, exporter, manufacturer, agent), 214 Gasthuislaan, Delft. WTD 2/11/66.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Control devices for vacuum pressure; dynamometers; thermometers. Requests replies in French. Etablissements Blondelle (manufacturer, dealer), 38-40 rue Guersant, Paris 17e. WTD 11-15-65.

384 Surgical, medical, dental instruments

AUSTRIA—Medical apparatus, no instruments; particularly electronic apparatus, apparatus for physiological gas analysis (blood), 220 volt, 50 cycles equipment only. COMESA Dr. Rolf Buchgeher K.G. (importer, wholesaler, manufacturers' rep.), Spitalgasse 19, A-1097 Vienna, Fach 17. WTD 4/13/65.

FRANCE—Manometers. Requests replies in French. Etablissements Blondelle (manufacturer, dealer), 38-40 rue Guersant, Paris 17e. WTD 11/15/65.

386 Photographic equipment

AUSTRIA—Photographic equipment, supplies, including products for use in X-ray photography. No interest in films, narrow-film movie cameras, narrow-film projectors. Will import for own account. "NORICUM" Dr. Otto Schuppler (manufacturers' agent), Fenzlgasse 12, A-1073 Vienna. WTD 2/25/66.

391 Jewelry, silverware, plated ware

NEW ZEALAND—Cuff links for men, women. A. Wiener and Co. (importers, wholesalers), P.O. Box 1912, Wellington. WTD in preparation.

599 Retail stores

SPAIN—Seeks to merge with large U.S. supermarket chain or to get representation for Spain. Autoservicios Holanda (supermarket chain), Att'n: Gerardus D. Story, Calle Padre Torro, 1, Cocentaina, (Alicante). WTD 2/18/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—Eastland Shopping Centre, Pty., Ltd., a wholly-owned subsidiary of The Myer Emporium, Ltd., Melbourne, has successfully bid for the lease and development of a regional shopping center at Ringwood, Victoria. Work will begin on the development in July, and is due for completion by the end of 1968. Myer's department store will occupy about 100,000 sq. ft. with another 100,000 sq. ft. available for rent to a large supermarket-variety store and 45 smaller shops. Initial cost of the site, building, equipment and stock is estimated at about $14.5 million.

BRITISH HONDURAS—(BH$1=US$0.70). Tenders for the construction of the new, inland capital of British Honduras will be invited this year, but will be restricted to London-based United Kingdom firms. The British Government, financing the initial stage (about US $11 million) of the project, has said non-UK firms would be allowed to participate in the bidding by special exception, only. Local (i.e. B. Honduran) firms may not compete without outside assistance. Construction will begin early in 1967 and is scheduled for completion by 1970. The city may be named Mopan after a Mayan tribe and the country, scheduled for independence in 1968, renamed Belize.

British financing will provide the nucleus of the city with private enterprise apparently entrusted to further development. The main contract and subcontracts will be let for a basic road network; a water-works system; a power system with three 500 kilowatt generates initially; a legislative assembly hall; a government house; two office blocks for ministries; general post offices; police station; fire station; magistrates court; three schools and about 500 low-cost housing units. The motif is Mayan, the material probably will be concrete.

Architect's drawings are not yet available, but will be provided as soon as possible. Parties interested in the project should contact Mr. Magnus Halcrow, General Manager, Reconstruction and Development Corporation, P.O. box 92, Belize, City, British Honduras, or the Crown Agents for Oversea Governments and Administration in London.

An analysis of the opportunities for U.S. firms is available on loan for a 5 day period from the Trade Opportunities Staff, BDSA-6192, Room 4203, Department of Commerce, Washington, D.C. 20230, telephone: 202-WO 7-4674.

TURKEY—Construction of the Military Medical Academy and Hospital is progressing at Etlik in Ankara. It is expected that the construction will be completed in 1968. Bids for equipment have not been invited yet and will be made available to U.S. firms upon receipt. **Write:** Gulhane Askeri Tip Akademisi ve Hastahanesi ve 1000 Yatakli Tatbikat Hastahanesi, Bakanliklar, Ankara.

URUGUAY—An agreement between Uruguay and Argentina establishing a Commission to study plants and construct a floating bridge between Paysandu (Uruguay) and Colon (Argentina) over the Uruguay River was signed in February. This will be the first bridge connecting the two countries.

The Commission will be composed of ten members—five from each country. The Uruguayan delegates have been named by their Government already, but the Argentine representatives have not.

There have been no decisions on the financing of the bridge or its operations.

New Books and Reports

New Census report lists imports by SIC commodity groups

Data divided by major trading areas; export report also due

The Census Bureau has published the first in a series of annual reports of U.S. import commodity data in terms of the Standard Industrial Classification (SIC). The new report (FT210) presents data in SIC-based commodity by major trading areas.

The initial issue covers imports for the year 1964. Data for 1965 imports are also expected to be published soon.

A similar publication covering U.S. exports for 1965 will be released later this year.

The Bureau said the new report would provide users of U.S. trade data with a more convenient instrument for analyzing and comparing import data with U.S. output or production data at detailed commodity levels. Import data originally compiled under approximately 10,000 classifications of the Tariff Schedules of the United States Annotated (TSUSA), are rearranged and summarized into approximately 2,000 classifications based on SIC.

The Bureau will also make available additional annual 1964 import data in the form of machine tabulations containing the SIC-based commodities listed by individual country of origin.

These research materials (Tabulation IA 276) will be available to the public at the following locations:

New York Office
Bureau of the Census
Room 434—Customhouse
New York, N.Y. 10004

Trade Infor. and Pub. Sec.
Bureau of the Census
Room 2555—Fed. Office Bldg. No. 3
Washington, D.C. 20233

International Trade Analysis Division
Bureau of International Commerce
Room 3040—Commerce Building
Washington, D.C. 20230

U.S. Imports for Consumption and General Imports, SIC-Based Product Code by Area, Report FT 210, may be purchased from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402 at $1.50 per copy. Order blanks may also be obtained from the Foreign Trade Division, Bureau of the Census, Washington, D.C. 20233.

***ABC Europe Production, 1966.* Kurt Selka, ed. ABC Verlagshaus, West Germany. 3,600 pp. $25.**

A directory listing over 350,000 continental European manufacturing companies by product classification. Countries covered are: Austria, Belgium, Bulgaria, Denmark, Finland, France, Germany, Holland, Hungary, Italy, Luxembourg, Norway, Poland, Rumania, Sweden, Switzerland, and Yugoslavia.

Write: McGregor & Werner International, Inc. 6411 Chillum Place, N.W., Washington, D.C. 20012

Monetary plans

New York University's Graduate School of Business Administration has recently published two reports of possible interest to world traders: **A Critical Survey of Plans for International Monetary Reform** by Robert G. Hawkins and Sidney E. Rolfe (80 pp., $1), and a **Compendium of Plans for International Monetary Reform,** edited by Mr. Hawkins (131 pp., $2).

The first compares and contrasts the major monetary reform plans proposed to date, and the probable effect of each on the system as a whole. The second bulletin consists of actual excerpts from the authors of the leading proposals for: an international agency with the ability to create international reserves, essentially along the lines of national central banks; providing reserves by international cooperation, without reliance on a supranational agency; and documents reflecting semi-official views on the scope and direction which international monetary reform should take.

Write: Graduate School of Business Administration, New York University, 100 Trinity Place, New York, N.Y. 10006

***The Gallatin Statistical Annual: 1966.* Published by the Copley International Corp., New York. 299 pp.**

The *Statistical Annual* is published as an integral part of the *Gallatin Service*, the total cost of which is $350 per year. The other parts are the *Gallatin Annual*, an encyclopedia of environmental information about the trading nations of the world, and the *Gallatin Letter*, a fortnightly bulletin designed to keep subscribers abreast of latest developments.

The *Statistical Annual* gives comparative tables for 124 countries. These include, in addition to commodity tables, summaries of U.S. and international financial organization loans, environmental data and specific information of importance to the U.S. businessman (such as advertising expenditures for the various media and whether or not radio or television advertising is permitted in countries with stations).

More extensive material will appear in the next issue of the *Gallatin Annual*, which is due out this summer.

Write: The Gallatin Service, Copley International Corp., 330 Madison Ave., New York, N.Y. 10017. Area code 212-MO 1-8550.

***Solving International Pricing Problems.* Published by Business International, New York. 50 pp. $50.**

This new report analyzes how major corporations price goods and services to overseas subsidiaries and to unrelated buyers abroad.

The report examines the trend toward a unified corporate pricing policy for international operations. Individual case studies show its application to problems of: setting a suitable export price; determining the price at which the domestic producing unit sells to the international division or to overseas units; and establishing optimum market prices on goods produced by overseas subsidiaries.

The report stresses that the international pricing function cuts to the core of every corporate activity. It is written not only for the international staff, but the entire corporate group, regional managers, marketing, financial and tax men —and for domestic product managers as well who are vitally concerned with transfer prices to the international division or to overseas sales and manufacturing units.

Write: Business International Corp., 757 Third Ave., New York, N.Y. 10017.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-961/36

Calendar *for international traders*

ATLANTA—Mar. 24—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BALTIMORE—Mar. 24—Export Conference, Maryland National Bank. Sponsors: Baltimore Field Office, Department of Commerce; REEC; Maryland National Bank.

BANNING, CAL.—April 6—Export Expansion Seminar. 9:30 a.m., Deutsch Co. Sponsors: Riverside and San Bernardino Counties Departments of Development; Los Angeles Field Office, Department of Commerce.

CEDAR FALLS, IOWA—April 6—Foreign Trade Bureau of Chamber of Commerce, meeting, 10 a.m., Chamber of Commerce.

CARBONDALE, ILL.—April 6—Export Workshop, Southern Illinois University. Sponsors: Southern Illinois Inc.; REEC; Small Business Administration; World Trade Club; St. Louis Field Office, Department of Commerce.

CHARLOTTE, N.C.—Mar. 24-25—Export Sales Workshop, University of North Carolina at Charlotte. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.** Sponsors: REEC; Chamber of Commerce; Greensboro Field Office, Department of Commerce.

CHICAGO—Mar. 22—International Trade Club on "Principles and Techniques in Exporting," 6 p.m., Midland Hotel.

CHICAGO—Mar. 29—International Trade Club on "Principles and Techniques in Exporting," 6 p.m., Midland Hotel.

CHICAGO—April 6—Meeting for Exporters, Field Office.

CINCINNATI—Mar. 25—Export Workshop, Field Office. Sponsors: REEC; Cincinnati Field Office, Department of Commerce.

DALLAS—Mar. 30—Export Workshop, Field Office. Sponsors: REEC; Dallas Field Office, Department of Commerce.

FT. LAUDERDALE, FLA.—April 14-15—5th Florida World Trade Conference, Pier 66. Sponsors: Florida State Chamber of Commerce; Florida Ports and Florida Trade Council; REEC; Department of Commerce.

HONOLULU—Mar. 31—World Trade Assn. organizational meeting. Sponsors: Chamber of Commerce; REEC; Honolulu Field Office, Department of Commerce.

HONOLULU—April 8—REEC Meeting, 10 a.m., Alexander & Baldwin Bldg.

JACKSONVILLE, FLA—Mar. 22—Export Conference, 2 p.m., Field Office. Sponsor: Jacksonville Field Office, Department of Commerce.

KANSAS CITY, KAN.—Mar. 22—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Mar. 24—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

LOGAN, W. VA.—Mar. 24—Export Expansion Seminar, 10 a.m., Appalachian Power Co. Sponsors: Charleston Field Office, Department of Commerce; Chamber of Commerce; REEC; W. Va. Manufacturers Assn.

LOS ANGELES—Mar. 25—Export Expansion Seminar, 9:30 a.m., Field Office.

MIAMI—Mar. 23—American Textile Manufacturers Institute, Fontainebleau Hotel. Speaker: **Stanley Nehmer, Deputy Asst. Secretary for Resources.**

MIAMI—Mar. 23—Export Conference, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIAMI—Mar. 30—Export Conference, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIDDLETOWN, CONN.—Mar. 30—Foreign Trade Workshop, 10 a.m.-12 noon, Chamber of Commerce, Middletown. Sponsors: Hartford Field Office, Department of Commerce; Chamber of Commerce; REEC.

MILWAUKEE—April 7—World Trade Club, annual meeting, Holiday Inn-Central.

MINNEAPOLIS—Mar. 23—Export Conference, Field Office. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 22—National Industrial Conference Board, Waldorf-Astoria Hotel. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.**

NEW YORK—Mar. 22-23—49th Annual International Executives Assn. Conference, Statler Hilton Hotel. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.**

NEW YORK—Mar. 30—"Profits in Exports" meeting, Field Office. Sponsors: Industrial Safety Equipment Assn., Inc.; New York Field Office, Department of Commerce.

NEW YORK—April 5—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—April 14—"Profits in Exports" meeting. Field Office. Sponsors: National Outerwear and Sportswear Assn., Inc.; New York Field Office, Department of Commerce.

NORMAN, OKLA.—Mar. 21-26—International Trade/Marketing Course, graduate level, Oklahoma Institute for Continuing Studies, University of Oklahoma. Sponsors: Intstitute for Continuing Education; REEC; Oklahoma City International Trade Club; Dallas Field Office, Department of Commerce.

OAKLAND, CAL.—Mar. 31—Export Transportation Seminar, 9 a.m., Port of Oakland Bldg.

PHILADELPHIA—Mar. 22—22nd Annual Parlin Conference on International Marketing, Drexel Institute of Technology.

PHILADELPHIA—Mar. 23—Conference on Financing Exports, 10 a.m., Field Office.

PHOENIX—April 14—Export Expansion Workshop, 10 a.m.-12 noon, Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

PITTSBURGH—Mar. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: REEC; World Trade Council, Chamber of Commerce.

PORTLAND, ORE.—Mar. 23—1st Annual Junior Chamber of Commerce World Trade Seminar, World Trade Bldg.

SALT LAKE CITY—Mar. 29—World Trade Assn. of Utah Quarterly, luncheon meeting, 12 noon, University Club.

SAN FRANCISCO—Mar. 23—General Export Seminar, 9:30 a.m., New Federal Bldg.

ST. LOUIS—Mar. 22—Export Workshop, Anheuser-Busch, Inc. Sponsors: REEC; St. Louis Field Office, Department of Commerce; World Trade Club.

ST. LOUIS—Mar. 24—Annual Joint Dinner Meeting of World Trade Club and Assn. of Credit Management, Holiday Inn.

TAMPA, FLA.—Mar. 22—Export Trade Seminar, 1st of eight weekly sessions, Chamber of Commerce Bldg. Sponsors: Jacksonville Field Office, Department of Commerce; Greater Tampa Chamber of Commerce; North Central Florida REEC; Hillsborough County Vocational School.

TEMPE, ARIZ.—Mar. 22—Foreign Trade Seminar, 1st of six weekly sessions, Arizona State University. Sponsors: Arizona State University; Phoenix Field Office, Department of Commerce; REEC; World Trade Assn.

YORK, PA.—Mar. 22—World Trade Council, monthly meeting, 12 noon, Chamber of Commerce.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D C. 20402

OFFICIAL BUSINESS

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

D FEES PAID
PRINTING OFFICE

ass Mail

So you're not a billion-dollar corporation.

That doesn't mean you can't help reduce the balance-of-payments deficit.

Here are six ways to get started...

American businessmen and bankers have magnificently answered the President's call to help reduce the balance-of-payments deficit. They've done a great job so far. But it's only a start. The help of more businessmen—businessmen like you—is needed. Here are six ways you can pitch in:

1. Start exporting. If you're already exporting, do more. The whole world's your potential market. You'll be helping your business and you'll be helping to reduce the deficit.

2. Investing abroad? Building new facilities? Fine. Try to raise the funds you need for your project in your host country.

3. Are your short-term investment funds flowing overseas? Slow them down. Better still, stop them—or bring them back.

4. Have money tied up abroad? Untie it and bring it home. It's time.

5. Thinking about making a direct investment in a marginal project overseas? Defer it for now.

6. Pass the word to employees and stockholders. A lot depends on keeping the American people informed. A quantity of booklets discussing the problem is available at cost for distribution in your company. Write today to: "Good as Gold," Department of Commerce, Washington, D.C. 20230.

It's good business to help. The last four years have been mighty prosperous. If we want to do as well for the next four we've got to keep the dollar as strong as it is today. And that means reducing the balance-of-payments deficit.

So call in your secretary. Get a letter off to John Connor, Secretary of Commerce, Washington, D.C. He can give you specific information on any of the first five ways mentioned above.